

# The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, AUGUST 22, 1929

**"-he who robs me  
of my good name-"**



***A series of  
advertisements  
having to do with  
the Agent's part  
in saving Life  
and Property***



***A reduced  
number of losses  
means  
Lower Rates***

**A**n undesirable employee can not only cause financial loss to his institution, but he is likely to commit acts which reflect on his employer's business, thereby resulting in loss of good will.

The agent should impress on the employer that, while bonding companies investigate the employee, nevertheless it is advisable for the employer himself to become familiar with the employee's home surroundings and his style of living. If the employee is living beyond his income, there is usually only one ultimate result. It is poor economy to pay too small a salary to one who handles cash.

**Indemnity Insurance Company  
of North America**

PHILADELPHIA



# No Royal Roads

No royal roads, no opportune theories,  
no arbitrary formulae, no guess-  
work, are employed in the making  
of an American Appraisal. Value, as  
set forth in an American Appraisal  
is invariably the result of detailed  
observation and exact cost data.  
Such facts are their own justification.

## THE AMERICAN APPRAISAL COMPANY

Atlanta  
Boston  
Baltimore  
Buffalo  
Chicago

Cleveland  
Cincinnati  
Detroit  
Dallas  
Indianapolis

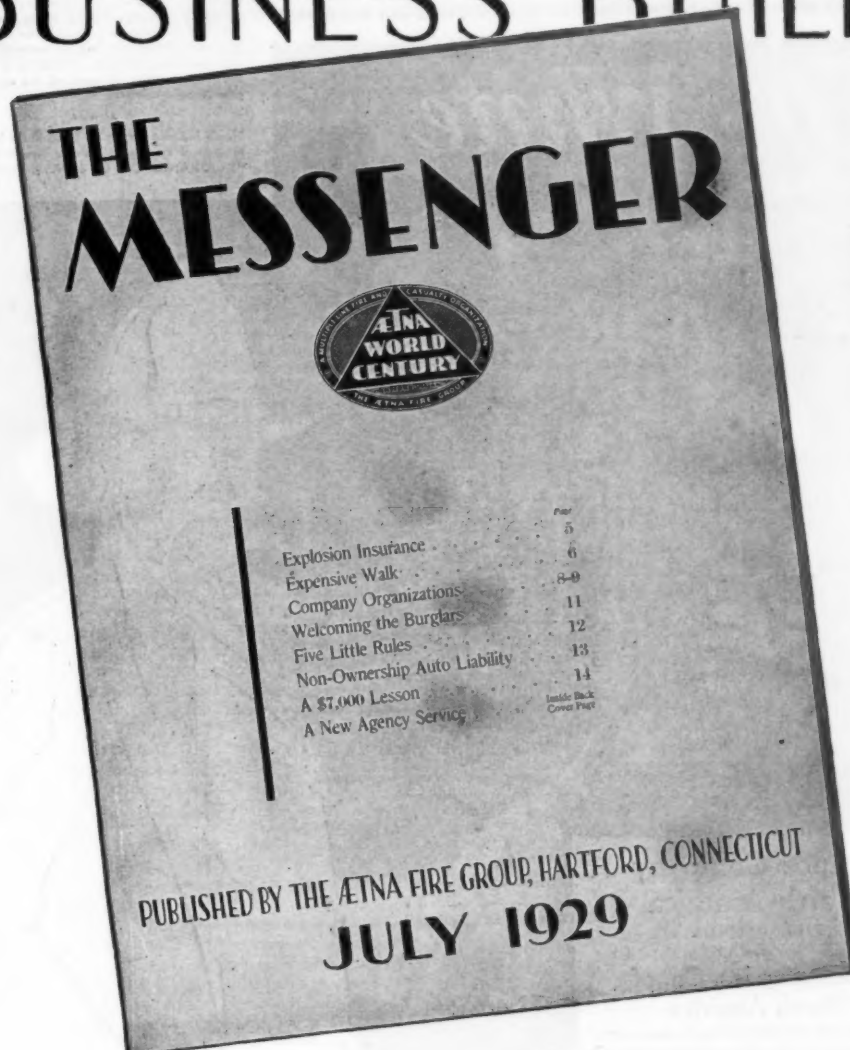
Kansas City  
Los Angeles  
Minneapolis  
Milwaukee

New Orleans  
New York  
Philadelphia  
Pittsburgh  
Syracuse

St. Louis  
San Francisco  
Seattle  
Washington  
Berlin, Germany

A N A T I O N A L O R G A N I Z A T I O N

# A BUSINESS BUILDER



EACH month the Aetna Fire Group publishes "The Messenger." In this magazine the agent finds no preaching or inspirational pep articles. Banalities are carefully avoided. Lines are discussed by men who know. Selling plans which have proved successful are relayed to the field force. In short, the sole aim of the Messenger is to help the man in the field put more business on his books.

*May we send you a sample copy?*

**AETNA INSURANCE COMPANY  
THE WORLD FIRE AND MARINE INSURANCE CO.  
THE CENTURY INDEMNITY COMPANY**

HARTFORD, CONNECTICUT



**E**VERY commercial and industrial building, every hotel and apartment house, every hospital and school building must have vertical openings, of course. Elevator shafts, stairway wells, pipe shafts and ventilating shafts require that there be openings through floors.

These openings, unless properly protected, constitute serious fire hazards, enabling fire which otherwise might be confined to

the part of the building in which it starts to spread throughout the entire structure.

Methods of protecting these vertical openings have been developed by the White Fireman. In collaboration with architects and engineers, he has prepared specifications for the proper enclosing of all shafts. In many of the newer buildings the protection of vertical openings was provided for in the original plans. But there are

thousands of old buildings in which open stairways and elevator shafts are a constant menace to life and property. And the White Fireman is showing owners of such buildings how to reduce the hazard at the lowest possible cost.

**WHO is the White Fireman?** He is used in this advertising to symbolize loss-prevention engineering service—a nation-wide service, supported by insurance companies, having for its purpose the reduction of loss-hazards. Consultation on proposed structures, inspection of property, testing of materials and equipment, and many other kinds of technical assistance comprise the work of this service. Ask your North America Agent.

North America Agents are listed in the Insurance sections of classified telephone directories under "INSURANCE CO. OF NORTH AMERICA."

**The White Fireman** urges protection of vertical openings

**PROTECTED** **UNPROTECTED**

**Insurance Company of North America**  
PHILADELPHIA  
and  
**Indemnity Ins. Co. of North America**  
*write practically every form of insurance except life*  
*The Oldest American Fire and Marine Insurance Company—Founded 1791*

Property Owners may Secure Loss-prevention Service through Responsible Insurance Agents or Brokers

[[The advertisement reproduced above appears in full-page space, two colors, in The Saturday Evening Post, August 17; The Literary Digest, August 24; The Golden Book, Review of Reviews and World's Work for September.]]

Each month, the Insurance Company of North America's national advertisement, appearing in publications read by more than thirty million people, reveals some particular achievement of Loss-Prevention Service, sponsored by insurance companies and symbolized by the White Fireman.

This month's advertisement summarizes the work done in urging protection of vertical openings . . . elevator shafts, stairway wells, pipe shafts and ventilating shafts. It points out that these openings, unless adequately protected, constitute serious fire hazards, menacing the entire building. Thus another link is forged in the chain of safety, protecting property against fire.

Emphasis is placed, in this advertisement, on the local agent. This company is always featuring the agent as being a highly competent insurance specialist, capable of demonstrating the value of any phase of Loss-Prevention Service, on any public or private building in his community.

If it were possible to value it from a dollars-and-cents standpoint the good-will being created for the company and its agents through North America national advertising would run into millions of dollars. The tangible value to each North America agent is a share in this powerful force for new business.



# The National Underwriter

Thirty-Third Year No. 34

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, AUGUST 22, 1929

\$4.00 Per Year, 20 Cents a Copy

## Fights to Last Ditch on Refund

Missouri Department Acts to Compel Companies to Make Payments

### WANTS CHANGE IN FORM

Affects Premiums Collected Since Nov. 15, 1922—Home to Pay for Its Agents

ST. LOUIS, Aug. 21.—Missouri proposes to fight to the last legal ditch to compel the fire companies to make a refund of 10 percent on all premiums collected since Nov. 15, 1922.

Superintendent Joseph B. Thompson revealed the state's position on the question of refunds prior to Feb. 1, 1928, in a formal notice served on the companies. The superintendent told them that the state will take prompt action to compel the payment of refunds prior to Feb. 1, 1928, unless the 10 percent of excess premiums are paid back to the policyholders voluntarily.

#### Other Companies Not Bound

Apparently 114 companies are subject to the refunds between Nov. 15, 1922, and Feb. 1, 1928, under the terms of a stipulation entered into with the Missouri insurance department in the early stages of the efforts of former Superintendent Ben C. Hyde to effect a reduction in the Missouri rates. This stipulation has been construed by a special United States court of three judges at Kansas City to be advance acceptance of any reduction finally sustained by a court of last resort and applicable to all classifications and risks alike. This agreement made it unnecessary for Superintendent Hyde to take the final legal step to make his order effective so far as those companies are concerned, but the stipulation does not bind 41 other companies that were parties to the original rate litigation nor the 36 companies that have entered Missouri since Nov. 15, 1922. As the last two groups the federal jurists regard Feb. 1, 1928, as the effective date of Hyde's order and that date has also been recognized by the Missouri Inspection Bureau and the members of that organization in placing the 10 percent lower rates into effect. The companies propose to make refunds since Feb. 1, 1928.

#### Demands Form Be Changed

Superintendent Thompson charged that the companies through the form of receipt for the refunds since Feb. 1, 1928, which they are asking policyholders to sign are attempting to jeopardize the rights of the insurance buyers to obtain refunds prior to that date. In a letter sent to the subscribers actuarial committee at Chicago, representing practically all of the insurance companies operating in Missouri, Superintendent Thompson demanded that the form

## Many Notables to Speak at Detroit Agents Meet

### TWO COMMISSIONERS ACCEPT

Many Leaders in Fire and Casualty Business on Tentative Program to Be Out Soon

NEW YORK, Aug. 21.—Several more speakers for the annual convention of the National Association of Insurance Agents to be held at Detroit, Sept. 9-13, include two state commissioners, four representatives of other organizations and four leaders in agency work.

They are: Howard P. Dunham, commissioner of Connecticut and president of the National Convention of Insurance Commissioners; Charles D. Livingston, Michigan commissioner; Secretary Edward R. Hardy of the Insurance Institute of America; Cecil Bethune, president of the Ontario Fire & Casualty Insurance Agents Association; William G. Wilson, president National Association of Casualty & Surety Agents; George D. Markham, past president of the National Association of Insurance Agents; Albert Dodge, president, New York State Association; R. W. Thompson, past president Texas Association, and J. W. Rose, past president New York association and member of the executive committee of the National organization.

The tentative program for the convention will be announced within a few days. At the initial session President R. P. De Van will present the administration report, and Clyde B. Smith, chairman of the executive committee, will deliver the keynote address on "The Trade Association and Business Development."

#### Col. Frank D. Layton Listed

Col. Frank D. Layton, president of the National Fire, and chairman of the committee on public relations of the National Board, is the latest accession to the list of those who will speak at the forthcoming annual convention of the National Association of Insurance Agents. The subject will be "Public Relations," a topic upon which he is thoroughly informed, having given it careful and intelligent study for years. Col. Layton, moreover, is a clear and forceful platform speaker, and can drive home his points with telling effect.

of receipt be changed immediately as the present one is unsatisfactory.

The subscribers actuarial committee replied that the form of receipt that had been prepared for use in refunding excess premiums was not intended to be a waiver by the policyholders of any claim they might possess for refunds prior to that date and that the companies would remedy any defect in the form of receipt by entering into a stipulation with the insurance department that the receipts would not serve as a release of claims for refunds back to Nov. 15, 1922, the date the department contends Commissioner Hyde's 10 percent reduction order became effective.

The companies in accepting the 10 percent reduction in rates as effective

## Henry Yates Western Manager of Southern

### IS ELECTED VICE-PRESIDENT

Resigns as Assistant in Chicago Department of the Aetna to Take New Position

Henry A. Yates of Chicago, assistant western manager of the Aetna, has been elected vice-president and western manager of the Southern Fire of New York to take charge of the department office in the Brown building at St. Louis. William Quaid, formerly vice-president of the America Fire companies, is president of the Southern Fire and has already done much organization work. The selection of Mr. Yates will give the Southern Fire a strong administration in Western Union territory. The company has just been admitted to the Western Union.

#### Mr. Yates' Career

Mr. Yates bears an honored name in Illinois, his forebearers having long been prominent in statecraft and business there. After leaving college he started with the Illinois Inspection Bureau. He resigned in 1913 to become special agent of the Hartford Fire serving first in Illinois and then in Tennessee. He returned to Illinois as state agent of the London Assurance, resigning that position to become state agent of the Aetna. He was called to Chicago in 1926 to become assistant manager in the western department. He was vice-president of the Illinois State Board when he left for Tennessee and thus missed the presidency. He served as secretary of the Fire Underwriters Association of the Northwest closing a three-year term at the last meeting.

#### APPOINTED SOUTHERN MANAGER

NEW YORK, Aug. 21.—President William Quaid of the Southern Fire has announced the appointment of Cliff G. Kay, of Atlanta, as southern manager. For the past seven years he has handled the southern department of the Automobile of Hartford, prior to which time he traveled for the Liverpool & London & Globe and Niagara Fire. One of the best known figures in southern fire insurance circles, he has a strong following among local agents in the territory. Until the proper machinery for handling the southern business can be arranged at the Atlanta divisional office, it will be taken care of at the headquarters of the company here.

The Southern Fire has applied for admission to the Southeastern Underwriters Association.

on Feb. 1, 1928, did so under protest and at that time announced they would resist any effort to force refunds as far back as Nov. 15, 1922.

#### Will Compel Refund

In a letter sent to Waterworth & Terry, managers of the Missouri Inspection Bureau, Superintendent Thompson demanded that the companies which are members of that bureau make the 10 percent cut in rates from and after

(CONTINUED ON PAGE 17)

## Monarch Fire Ready to Start

Ralph Rawlings Will Be President of the New Cleveland Company

### IT HAS STRONG BACKING

Its Capital of \$1,000,000 and Surplus of \$2,000,000 Have Been Over Subscribed

Ralph Rawlings of Rawlings & Hewett, western managers of the Boston and Old Colony, who is president of the Western Insurance Bureau, announced this week that he had resigned to take the presidency of the Monarch Fire of Cleveland which will soon start in business. It was prematurely announced a few weeks ago that Mr. Rawlings was taking this position. Since then arrangements have been consummated and he will assume his new post as soon as he can be released. The Monarch Fire will apply for admission to the Western Insurance Bureau so that Mr. Rawlings will continue to head that institution.

#### Gets Columbian National

The Monarch Fire has purchased the Columbian National Fire of Lansing, Mich., organized in 1911. Its agents will continue to represent it until the Monarch Fire is licensed in the several states. When this is completed the Columbian National will be retired. The Columbian has an agency plant of 800 and is licensed in 31 states.

The Monarch Fire will start with capital of \$1,000,000 and net surplus of \$2,000,000. The board of directors will consist largely of Cleveland business men of outstanding importance.

#### Board of Directors

The members are: W. M. Baldwin, vice-president Union Trust Company of Cleveland; R. J. Bulkley of Bulkley, Hauxhurst, Jamison & Sharp, attorneys; W. R. Daley, Otis & Co., the investment house; F. J. Griffiths, chairman of the board, Central Alloy Steel Corporation, Massillon, O.; E. W. Edwards, president Fifth-Third Union Trust Company of Cincinnati; Dan R. Hanna, general manager Cleveland "News"; A. R. Horr, vice-president Cleveland Trust Company; J. Arthur House, president Guardian Trust Company of Cleveland; Elton Hoyt, II, Pickands, Mather & Co. of Cleveland; Richard Inglis, Otis & Co.; S. Livingston Mather, vice-president Cleveland-Cliffs Iron Company; George A. Martin, president Sherman-William Company, the paint people; C. O. Mininger, president Electric Auto-Lite Company of Cleveland; Truman H. Newberry of Detroit, former United States senator; H. K. Oakes, vice-president Bethlehem Transportation Company of Cleveland; Corliss Sullivan,

(CONTINUED ON PAGE 8)

## Drastic Change Trend of Times

Clyde B. Smith Says Moves on  
Insurance Checkerboard Are  
Bewildering

### AGENTS SHOULD UNITE

Need for All Hands to Lend Hand and  
Keep Boat on Steady  
Keel

Clyde B. Smith of Lansing, Mich., chairman of the executive committee of the National Association of Insurance Agents, spoke this week before the annual meeting of the Pennsylvania association at Altoona. He said that many of the kaleidoscopic changes in the business are bewildering and disconcerting. This emphasizes the point that individualism has passed and mass formation is in order. The local agents, he said, therefore, must travel together to conserve their interests. These rapid changes, unheralded and drastic movements, he declared, usually affect the agent directly.

#### Sees Income Reduced

Sometimes he suffers a material reduction in his income without any com-

After this period of abnormal profits in the stock market has passed and we run into a year or two of high loss ratios, the bankers, who now seem to think that an insurance company is a Christmas tree, will learn to their sorrow that the old-fashioned underwriting executive and the old-fashioned loyal agent were not such a bad combination after all.—Clyde B. Smith.

pensating advantages in other directions. He said that if a company is entitled to a fair profit on its capital and surplus and is entitled to earnings, the agent is certainly entitled to a fair commission for the business that he does. Mr. Smith said that the agent who has nothing to offer but cut rates should do business with a company having the same sort of complex. Neither, he predicted, will long survive. Both are building their houses on sands. He said that no company can blow both hot and cold at the same time. It must pursue a consistent policy in all sections.

#### Small Number Do Big Business

He called attention again to the fact that Insurance Commissioner Livingston of Michigan in an address stated that 15 percent of the agents are writing 85 percent of the premiums. Mr. Smith said that if even 5 percent of the agents got together they could control the insurance business of the country. He said that it is regrettable that so many controversial issues are requiring so much time that should be employed in constructive effort for the advantage of insurance.

#### No Better Plan Devised

Mr. Smith said that no one so far has devised a more satisfactory plan of selling insurance than is done through the present agency system. He declared that there will always be companies operating on the agency plan and they will continue to write the big volume of business. The system has been tried and tested in many ways. Some have tried the direct-with-customer plan but have

## Additional Half-Yearly Figures

	June 30, 1929		Jan. 1 to June 30	
	Assets	Net Surplus	Income	Disburs.
American Eagle.....	\$ 17,326,470	\$ 7,498,541	\$ 3,470,835	\$ 3,099,408
Berkshire Mutual.....	793,916	272,670	287,157	261,355
City of New York.....	7,623,308	2,929,906	2,007,872	1,652,044
Connecticut Fire.....	19,821,703	8,296,108	4,308,631	3,758,620
Equitable Fire & Marine.....	6,689,080	3,595,517	870,629	762,119
Franklin Fire.....	21,972,781	11,120,465	3,508,853	2,636,963
Home of New York.....	105,011,638	33,168,840	25,267,549	24,526,961
National Security.....	2,537,069	957,818	362,060	286,306
New Brunswick.....	4,645,032	1,669,422	1,059,609	648,958
Northern, New York.....	10,329,014	3,526,642	2,253,492	2,188,910
Public Fire, N. J.....	7,926,923	2,561,043	3,376,234	2,125,889
Standard, Conn.....	4,463,791	1,514,161	936,321	607,869

### Hurst Is General Manager of Car & General, London

W. A. Hurst, manager and secretary of the Motor Union and the Car & General in the London head office, has been elected general manager to succeed H. F. Baker, resigned to become a director of both companies. C. Rutter, chief accountant, has been appointed secretary. Mr. Hurst is well known in the United States, as he has visited the American branch of the Car & General in New York several times.

never made much out of it. The English plan of operation, he said, may be all right in the British Isles but it is not adapted to this country.

In speaking of the consolidation of insurance interests and the grouping of companies he stated that after this period of abnormal profits in the stock market has passed and the country runs into a year or so of high loss ratios, the bankers, who now seem to think that an insurance company is a Christmas tree, will learn to their sorrow that the old-fashioned underwriting executive and the old-fashioned loyal agent are not such a bad combination after all. Where economies are actually effected by a merger, either in company or agency circles, there is an advantage.

### Farm Fire Loss Record for Period of Five Years

The National Board shows that for the five year period ending in 1927, the total farm fire loss in the country amounted to \$180,708,761. These losses, however, cover only the amounts paid by companies that are members of the National Board so the actual total is much larger. The department of agriculture estimates the fire waste during this period as \$150,000,000. The largest single cause of fire was defective chimneys and flues destroying property valued at \$26,500,145. Lightning came next with \$18,529,799. Of those burned by lightning 95 percent were not rod-ded. Sparks on roofs caused the loss of \$17,392,963. Defective chimneys are common on the farms and the attendant fire loss is great. Matches and smoking caused loss of \$10,279,986. Spontaneous combustion caused the loss of \$9,237,514, largely from hay that was not thoroughly cured and manure packed against the outside of barns.

#### Miscellaneous Notes

Fire in Tofield, Alb., destroyed eight buildings with a loss estimated at \$54,000.

The King Agency at Columbus, Ind., has taken over the Lee R. Walker agency and moved its office into the quarters of the latter at 25 Bassett building.

## CONDENSED NEWS OF WEEK

A. Blakeslee White, former local agent at Parkersburg, W. Va., becomes manager of the Los Angeles Fire Insurance Exchange. **Page 8**

Pacific Board members hold special meeting to discuss slow separation response from southern California while agents in several counties hold gatherings of protest. **Page 12**

Cliff G. Kay has been made southern manager of the Southern Fire. **Page 3**

Dubuque Fire & Marine declares stock dividend of \$500,000 making its capital \$1,000,000. **Page 10**

The executive committee of the Association of Fire Insurance General Agents will meet at White Sulphur Springs, Oct. 3. **Page 19**

The Missouri department determines to make companies refund 10 percent of premiums collected since Nov. 15, 1922. **Page 3**

Many notables to speak at Detroit annual convention of National Association of Insurance Agents. **Page 3**

Rapid growth of air transportation results in liberalization of personal accident policies to cover fare-paying passengers without extra premium. **Page 37**

Eastern agents are keenly interested in move to elect Percy H. Goodwin as executive committee chairman of the National Association of Insurance Agents. **Page 8**

A. B. Roome, vice-president of Barber & Baldwin, New York aviation underwriters, sees chaos in this cover resulting from inexperience and race for volume. **Page 17**

Colorado law giving no control over titles used by companies is seen by insurance men to be fraught with dangers. **Page 6**

Many important changes appear in rule books for Western Union territory just issued. **Page 4**

National Surety officers are confident of substantial premiums from new branch offices in France and Germany. **Page 38**

The passing of E. G. Richards, retired United States manager of North British & Mercantile fire, is mourned by fire insurance fraternity. **Page 8**

Henry A. Yates, assistant western manager of the Aetna, has been made vice-president and western manager of the Southern Fire of New York. **Page 3**

Stuart Auer, aviation specialist of Milwaukee, discusses air cover from the agency standpoint. **Page 18**

Clyde B. Smith, chairman of the executive committee of the National Association of Insurance Agents, spoke before the Pennsylvania association at Altoona this week. **Page 4**

Consolidated Indemnity of New York opens western department office in Chicago with John A. Manning as resident vice-president. **Page 37**

Plan before National Bureau of Casualty & Surety Underwriters to absorb old Boller & Engineering Insurance Service Bureau. **Page 37**

Program is announced for the annual meeting of the Iowa Association of Insurance Agents at Fort Dodge, September 5. **Page 27**

A number of the Ohio agents held a conference demanding 15, 25 and 35 percent commissions. **Page 22**

Further increase in automobile liability rates in Massachusetts may be forthcoming. **Page 39**

Monarch Fire of Cleveland completes its organization with Ralph Rawlings, president. **Page 3**

## Many Changes Made in Rules

Ohio and Illinois Inspection Bu-  
reaus Issue Rewritten Fire  
Manuals

### LIBERALIZED PRACTICES

Important New Sections Appear in  
Guide for Underwriters in West-  
ern Union Territory

Many important changes have been made in the rule books for Ohio and Illinois just issued by the Ohio and Illinois inspection bureaus, effective Aug. 12 and Aug. 20 respectively. Rule books for other states in Western Union territory, the same except for minor changes, will be off the press soon.

The most complete revision is seen in the use and occupancy section where many minor changes in phraseology and new contribution forms for optional use have been drafted. Another important change is in bridging the fire-tornado gap, several new phrases having been added to include contents specifically and to make sure that liability is limited.

#### Rule on Inherent Explosion

An entire new section is that on dwelling inherent explosion, this cover now being permissible to write without extra charge, protecting the risk against inherent explosion of the risk itself but not against explosion from outside. The old explosion hazard clause which covered against both contingencies is retained, however.

Rent or rental value forms have been simplified, the vacant or partly vacant forms having been eliminated. Now there are only rent forms Nos. 1 and 2.

A new short rate table for term policies is one of the most important changes. There is no difference in short rating on annual policies, the difference merely being in application of the rule.

#### Make New Term Rule

A new provision is that for any term less than one year the earned premium shall be determined from the short rate table for one-year policies by applying the percentage shown in the table to the premium for one year at the annual rate. Thus a policy written for a three-year term with a premium of \$25, which was canceled after 120 days would show an earned premium amounting to 70 percent of \$10, the annual rate, or \$7. Another new rule is that fractions of a month not exceeding 15 days may be disregarded and fractions over 15 days must be counted as a full month.

Specific and blanket forms now have been cut down to five items. A new liberalized rule is that all stationary refrigeration may be written under the building item, whereas formerly the contents rate was called for.

#### Allow Great Latitude

Machinery, furniture and fixtures and stock can all be written under one item without constituting blanket insurance, the only exceptions being those listed in items 3, 4 and 5, such as moulds, patterns, models and certain forms of manufacturing risks, property of employees and officers (not the insured) and customers' goods in laundries. The blanket rules are extended to cover stocks of merchandise, furniture and fixtures in more than one location under one item.

Term insurance rules all have been clarified but are essentially the same as

(CONTINUED ON PAGE 16)



## Finds Value in Payment Method

Pittsburgh Man Says Installment Premium Project Will Bring Business

### IS HELP TO THE AGENTS

Frank A. Hewitt in Address at Altoona Commends Deferred System as Useful Proposition

Frank A. Hewitt of the Hoover & Diggs Co. of Pittsburgh spoke before the annual meeting of the Pennsylvania Association of Insurance Agents at Altoona this week on the installment payment of insurance premiums. He said that this form of payment is extended credit and this feature is seen throughout the entire history of commerce. The installment payment plan received its greatest impetus as applied to the purchase of automobiles. The plan is not alone for those of limited means but it is employed by those who desire to take advantage of it as a business proposition. Many people and concerns are able to pay cash but their capital is worth more in their business than the cost of financing. He said that the installment plan is applied to many different features. He cited a dental parlor which is now rendering service with small monthly payments.

#### Needs Deferred Payments

Mr. Hewitt said that if a man's monthly budget is mortgaged pretty well up so that he has it all obligated except \$10 or \$15 it is not going to be easy for him to pay \$50 or \$60 insurance on the cash plan in 30 or 60 days. As a rule such a man will go without insurance. The concerns that are selling on the time payment plan are much more likely to get their money than others. The purchaser pays these obligations because he has something to lose if he does not. Mr. Hewitt said that he is not apologetic for the application of the installment plan to insurance. He thinks that its use in insurance breaks down sales resistance and creates business.

He said that very frequently automobile liability and property damage insurance on automobiles can be sold on a basis of \$5 or \$6 a month where a prospect would not insure if he had to pay in a lump sum. The budgeting of insurance he thinks is perfectly natural. It will enable an alert agent to secure more premiums and it will protect more people.

#### Would Correct Collection Evil

Mr. Hewitt feels that the right installment plan would go a long way toward correcting the collection evil and reducing its cost to proper proportions. He said that in his observation of his general agency the collection principle was always a big one. Poorly managed collections, he said, often crush agencies. The deferred plan will reduce the cost of flat cancellation for nonpayment because the cash payment will guarantee a short rate earned premium on every policy. It will reduce the cost of registered cancellation notices for the policy will be held as collateral available for cancellation if necessary. It will reduce the cost of collection letters on open accounts. The finance company attends to that detail. It will reduce the cost of bad debt losses because there will not be any loss when the earned premium is secured by a down payment and adequate unearned premiums are held as collateral security.

Mr. Hewitt said the installment plan will reduce the agent's lost time on personal collections. He said the average

## Detroit Chairman



W. A. DOYLE

W. A. Doyle of Detroit is president of the Detroit Association of Insurance Agents and is chairman of the executive committee in charge of arrangements for the annual convention of the National Association of Insurance Agents to be held in his city the week of Sept. 9. He is head of his own agency and is a live wire.

Mr. Doyle conducts his agency at Highland Park, Mich., which is one of the prominent business districts in Detroit, but quite a way out.

## Conn Comments on Insurance Stocks

W. S. Conn of the investment firm of Lewis Dewes & Co. of Chicago, says as to insurance stocks:

"While the insurance stock market continues to mark time, due to a complete absence of buying interest, traders generally are looking for improved conditions after the first of September. The writer just returned from a trip to New York and Hartford where he found a very general expression of optimism as to the market conduct between now and the first of the year. As for the insurance officials with whom he talked, without exception they reported excellent results for the first six months. The president of one of the Hartford companies made the statement 'that the first six months of 1929 had given results that a fire underwriter dreams about but rarely experiences.'"

Our list of typical stocks is as follows:

	Aug. 20	Aug. 13	Change
Aetna Fire.....	760	765	+5
Aetna Life.....	1360	1360	—
Boston.....	930	910	+20
Conn. General....	2230	2260	+30
Globe & Rutgers..	1530	1535	+5
Hartford Fire....	1030	1035	+5
Sun Life.....	3050	3000	+50

agent spends at least 25 percent of his time collecting. In closing, Mr. Hewitt said:

"Now—what do we want? We want complete control of our clientele—we want the debtor to pay the cost of extended credit—we want our premiums when or before they are due our companies. We want our commission then, too, not in dribbles as monthly payments are made. We want to be relieved of the monthly collections—and yet if our client falls down on his agreement we want the privilege of trying to save the business before drastic action is taken—and we want the privilege of paying his balance and putting him back on open account on our own books, if we deem it expedient. If that is correct, there is but one answer in my opinion. An independent finance organization controlled by insurance agents."

## Fireman's Fund History Is Romance of Insurance

The Fireman's Fund has gotten out a book entitled "A Romance of Insurance," it being the history of that company, the author being Frank Norton Todd. The Fireman's Fund has had a truly romantic history in that after it was more than wiped out at the time of the San Francisco fire it was rehabilitated and started on a career of great strength and power. It has been confronted with other conflagrations and obstacles and while not so great yet they have been critical. Perhaps as President J. B. Levison points out, as the company sprang from the restless activity of pioneer California its backers could not be submerged by circumstance nor tripped by fate for any length of time. Mr. Levison states "Woven through the record of the Fireman's Fund will be found the traditions of the pioneers and the colors of the light they left. The history of the company is one of the romances of men's building and equipping an empire."

The Fireman's Fund sustained the heaviest loss of any company involved in the San Francisco conflagration and the heaviest of any company at any one time in the history of insurance. The author states that it is doubtful if any other corporation in this country has passed through such devastating experiences.

#### Had Notable Conflagration Hazard

San Francisco in its early days had an extreme conflagration hazard. Sections of the city would burn from time to time which called attention to the fact that some sort of indemnity or protection was needed. In the middle of the nineteenth century within two years' time losses amounted to over \$20,000,000. At that time there was little insurance carried. General Haven established the first fire agency on the coast, that of the Liverpool & London & Globe. It was in 1852. The Monarch of London and the Home of New York opened agencies in 1853. Others followed from time to time. The Fireman's Fund was founded at a time in the nation's history when it was involved in civic conflict as it came into being in 1863. Therefore during the life of the Fireman's Fund there have occurred some of the great events in the history of the United States as well as the world.

#### Holdredge Was the Organizer

Capt. William Holdredge, a retired skipper, was the man who had the vision of organizing a company. His scheme was to write a general business in cities having a fire department and pay out of the profits 10 percent to the firemen's charitable funds. That accounts for the origin of the company's name. It is significant that Henry Dutton headed the list of incorporators. His son, William J. Dutton, later became president. The latter started in the Fireman's Fund as a marine clerk. His father was interested in the company from the start. Henry Dutton became vice-president in 1867. William Holdredge was the first president. He had the promoter's instinct and saw the possibilities of developing a great institution.

Captain Holdredge set about organizing another company and had it going the next year it being the Home Mutual with a capital of \$1,000,000. The Home Mutual was bought in 1892 by the Fireman's Fund and later its name was changed to the Home Fire & Marine. Captain Holdredge is referred to as an "inventive president" being filled with all sorts of schemes and having the promoter's taste of blood. Within two years of its incorporation in April, 1865, the stockholders voted to increase the capital from \$200,000 to \$500,000. In October of that year the new capital of \$300,000 was paid up.

#### New President Elected

S. H. Parker was elected president. He was one of the foremost citizens of San Francisco and had been its vice-president. He served as postmaster and was head of the Oddfellows on the

coast. President Parker died in March, 1866, and on May 3 that year David Jackson Staples, who at that time knew nothing of insurance, but later became one of the foremost insurance executives in the country, was elected president. He was a typical New England type. As the author says, "The knotty grain of old New England ran all through his character." Mr. Staples by the way was a delegate to the Republican convention at Chicago in 1860 and cast his vote for Lincoln. When he became president of the Fireman's Fund Mr. Staples said that his function was not to understand insurance but to get hold of men that did. He served as president for 33 years. Illness compelled his retirement and he died in April, 1900.

#### Dutton Becomes President

William J. Dutton who began as marine clerk, his father being one of the founders, was elected president in 1900. He became the dean of the Pacific Coast underwriters and was known the country over. After starting with the company he went through various offices paying chief attention to the marine branch. President Staples' retirement caused a general advancement of the higher executive officers. Bernard Faymonville, who had been a local agent, special agent and adjuster and who had succeeded Mr. Dutton as secretary and had since 1893 been second vice-president became first vice-president. J. B. Levison who was marine secretary became second vice-president in 1900. It was under President Dutton's administration that the San Francisco fire occurred which almost annihilated the company but whose rejuvenating powers were found to be so remarkable. In January, 1914, a system of retirement was put in operation. The first to retire was President Dutton, who had been 14 years its president and 47 years an employee.

#### Faymonville Becomes the Head

Bernard Faymonville was elected president and Mr. Levison became second vice-president. President Faymonville, who had been a notable figure in the underwriting field, retired from office April 1, 1917. Jacob B. Levison who was vice-president and who was the marine underwriter having 27 years of service in that field became head of the company and is still its president. Mr. Levison was formerly marine secretary of the Anglo-Nevada which the Fireman's Fund took over in 1890. From 1890 to 1906, the year of the San Francisco earthquake, the Fireman's Fund took over the business of every Pacific Coast insurance company that retired during that period. The absorption of other companies was a cardinal policy with President Dutton.

#### Companies Absorbed

Aside from the Anglo-Nevada and the Home Mutual, it absorbed the California. Other companies taken over by the Fireman's Fund were the Oakland Home, Northwestern Fire & Marine of Portland, Sun of San Francisco, State of Salem, Ore., Macon Fire, Ga.; State Investment & Insurance Co. of San Francisco; Alabama Mutual; Thuringia of Germany; Washington Fire, Seattle;

(CONTINUED ON NEXT PAGE)



## Stock Listing Shows Earnings of Some Leading Companies

Hanson & Hanson, 25 Broadway, New York, send out an insurance stocks listing on the basis of the Dec. 31, 1928, reports as follows:

Insur. Companies	Par Value	Per Share—		1928 Net Earnings	Annual Rate (%)	Yield (%)	Market Price Aug. 1, 1929
		Liquidating Value	Invest. Income				
Aetna Cas. & Surety..	\$100	\$698	\$38.25	\$157.30*	12.00	0.62	\$1,930
Aetna (Fire) .....	100	522	23.75	57.10*	20.00	2.55	785
Aetna Life .....	100	745	41.03	97.60*	12.00	0.88	1,360
Agricultural .....	25	124	7.25	21.12	5.00†	2.27	220
American Alliance ...	10	29	1.28	3.50*	1.60	3.90	41
American Equitable... 5	24	0.32	7.50*	1.50	3.13	6.4	48
American, N. J. ....	5	21	1.11	2.30*	1.00	4.00	25
American Reinsurance	10	40	4.10	8.45	3.00	3.00	100
American Reserve... 10	62	3.38	11.54	4.00	4.77	7.3	84
American Surety .....	25	77	5.80	10.00*	6.00	4.37	137x
Automobile American..	100	345	13.72	70.74	8.00	1.43	560
Baltimore .....	5	36	4.40	12.17	1.80†	3.33	44
Bankers & Shippers..	25	105	6.41	11.29	5.00	2.71	135
Boston .....	100	600	23.30	137.19	16.00	1.76	910
Camden Fire .....	5	23	1.38	3.97	1.00†	3.13	32
Carolina .....	10	31	1.58	3.45	1.40	3.18	44
Chicago F. & M. ....	10	20	1.41	2.02	0	0	21.8
City of New York....	100	511	26.44	103.91	16.00	2.25	710
Commonwealth Cas... 10	25	1.50	3.40*	1.20	3.75	9.4	32
Continental Casualty..	10	26	2.00	1.90	1.60	3.08	27.4
Continental .....	10	47	2.02	8.30	2.00	2.13	11.3
Eagle Fire .....	20	77	4.71	11.02	4.60†	5.75	7.3
Equitable Cas. & Sur..	10	25	0.97	5.60*	2.00	4.00	8.9
Federal, N. J. ....	10	47	2.81	6.40	2.00†	2.00	15.6
Fidelity & Deposit... 50	150	9.23	17.86	9.00	3.06	16.5	295
Fidelity-Phoenix .....	10	56	2.47	11.03	2.00	1.87	9.7
Fire Association .....	10	39	1.69	2.40*	2.50	5.55	18.7
Fireman's Fund .....	25	98	6.10	9.20*	5.00	4.76	11.4
Firemen's .....	10	32	0.80	0	2.20	5.37	...
Franklin Fire .....	25	159	9.70	13.75	8.00	3.58	16.3
Glens Falls .....	10	31	1.91	2.70*	1.60	2.67	22.2
Globe & Rutgers .....	100	914	45.89	196.80*	24.00	1.57	7.8
Great American .....	10	34	1.70	4.30*	1.60	3.48	10.7
Guardian Fire .....	10	40	1.72	10.70*	2.00	2.50	7.5
Hanover Fire .....	10	53	1.72	8.40*	1.00	1.31	9.0
Harmonia Fire .....	10	33	0.90	3.30*	1.40	4.12	10.3
Hartford Fire .....	100	595	29.13	80.41	24.00†	2.26	13.2
Hartford Steam Boiler	100	490	23.70	70.60*	16.00	2.00	11.3
Home, N. Y. ....	100	382	21.43	55.23	20.00	3.48	10.4
Imp. & Exp. ....	25	84	4.84	10.22	4.00†	4.00	9.8
Independence Indem... 10	23	2.21	0	0	0	0	...
Insurance Co. of N. A.	10	57	2.69	7.00*	2.50†	3.29	10.9
Lloyds Casualty .....	10	248	1.308	1.70*	0.60	1.82	19.4
Maryland Casualty... 25	97	8.75	10.75	5.00†	3.57	13.0	140
Mass. Bonding .....	25	76	4.02	12.45	4.00	2.11	15.2
Merchants, N. Y. ....	10	42	2.10	8.78	2.00†	1.60	14.2
National Fire, Conn... 10	67	3.62	6.92	2.50†	2.66	13.6	9.4
National Liberty .....	5	17	1.21	5.20*	1.50†	4.85	6.0
National Surety .....	50	107	6.48	6.51	5.00	4.63	16.6
National Union Fire.. 100	266	14.38	20.80*	12.00	4.30	13.5	280
New Amsterdam Cas... 10	30	2.02	2.23	2.00†	3.92	23.9	51
New Brunswick .....	10	30	1.49	4.17	1.20	3.33	8.6
New Hampshire .....	10	45	4.34	8.50*	2.10†	3.23	7.7
New Jersey .....	20	54	3.18	7.03	2.00	3.33	8.5
Northern, N. Y. ....	25	91	4.83	10.50*	4.00	2.96	12.9
North River .....	25	220	11.87	60.98	8.50†	1.87	7.5
Northwestern Nat.... 25	132	7.82	9.55	6.25†	2.25	15.4	147
Pacific Fire .....	25	108	6.34	15.09	4.50†	3.00	10.0
Peoples National .....	5	24	2.60	8.78	1.50†	4.55	3.8
Phoenix, Conn. ....	100	557	29.88	75.97	20.00	1.94	13.6
Preferred Accident... 100	234	15.07	28.24	15.00†	2.86	18.6	525
Providence Wash. ....	100	586	27.40	141.18	20.00†	2.16	6.6
Rhode Island .....	10	29	1.60	3.60*	1.20	3.16	10.6
Rossia .....	10	43	2.50	8.20*	2.20	3.01	8.9
St. Paul Fire & Mar... 25	145	7.66	12.35	5.00	2.33	17.3	215
Security, Conn. ....	25	110	4.40	11.30*	3.00	2.40	11.1
Springfield .....	25	126	6.00	18.00*	4.00	2.10	10.5
Stuyvesant .....	100	328	14.78	52.18	6.00	1.36	8.4
Travelers .....	100	918	...	109.00†	24.00	1.33	16.5
U. S. Casualty .....	25	95	8.25	10.60*	3.00	3.16	9.0
U. S. Fid. & Guar. ....	10	34	2.04*	5.10*	2.00	2.82	13.9
U. S. Fire .....	10	52	2.84	13.40	2.40	2.22	8.0
U. S. Mer. & Ship. ....	100	385	22.74	32.36	8.00	1.82	13.6
Virginia F. & M. ....	25	127	7.43	1.72	4.50†	3.34	72.5
Westchester Fire .....	10	57	3.17	7.80	2.50†	3.20	10.0

\*Earnings are in all cases based upon the number of shares currently outstanding. In case of merger or capital increase, annual earnings are estimated, and include 6% net per annum on additional invested capital.

†Including extras.  
‡Indicated on new stock.  
xEx-rights.

### FIREMAN'S FUND HISTORY IS ROMANCE OF INSURANCE (CONT'D FROM PRECEDING PAGE)

Jefferson of Philadelphia; Hawkeye-Des Moines of Iowa and Atlanta Home.

The Fireman's Fund in addition to the Home Fire & Marine organized the Occidental Indemnity and the Occidental Insurance Company, a fire company. This gives it a splendid fleet.

#### Financial Statement

Its assets are now \$34,403,956, policyholders' surplus \$13,662,939, premium income \$19,045,009. Its capital now is \$7,500,000. It has received premiums since it was organized amounting to \$325,773,321 and has paid losses of \$182,838,838. It has paid cash dividends of \$14,201,000. The Fireman's Fund has always been an institution that had to be reckoned with, aggressive, forceful and resourceful.

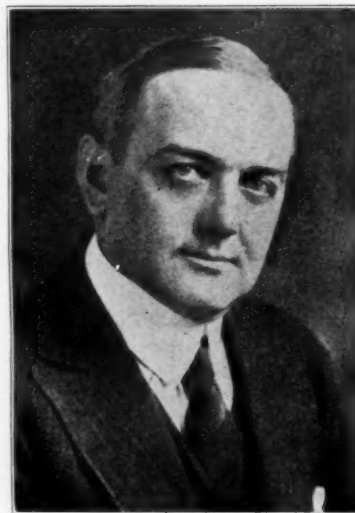
### Macklin Gives Dinner

Frank J. Macklin, the agent of the Home of New York at Columbus, O., gave a dinner last week in honor of Claude T. Deatrick, retiring state agent of the company. The guests were chiefly field men connected with the office. Others present were Secretary Knepper of the Columbus local board, Manager T. B. Sellers of the Ohio Inspection Bureau and Manager Atwell of the Ohio Audit Bureau.

### New Maps for Denver

Volume 1 map, covering the business area of the city of Denver, has just been delivered to all agents by the Sanborn Map Company. The complete set, now in course of preparation, will include seven volumes, and the feature of the new set is that the entire business area is included in one volume. In former sets parts of the business area appeared in a number of volumes.

## Is Now a Monarch



RALPH RAWLINGS  
Announced Officially He Will Head the  
Monarch Fire of Cleveland

## Michigan Offers Cup for Local Board Attendance

DETROIT, Aug. 21.—In order to stimulate attendance from the various local boards throughout the country at the convention of the National Association of Insurance Agents here in September, the Michigan association has agreed to give a silver cup, or a silver replica of the emblem of the association mounted on a mahogany shield, to the local board having the largest representation at the convention in proportion to its size.

This was decided at a joint session of the governing committee of the Michigan association and the local convention committee handling arrangements for the convention of the National association. Fred W. Winter, president of the Michigan association and ex-officio head of the governing committee, presided at the meeting.

Due to the fact that the Michigan agents' convention, which usually lasts two days, has been condensed to a half day in order to make way for the activities of the national organization, it was agreed that the auditing, nominating and resolutions committees will be appointed at once. These committees are usually appointed on the first day of the convention.

The convention of the state association this year will be confined to absolute essentials. Following the opening of the convention by President Winter, the reports of the officers and the committee chairmen will be heard and any necessary business will be taken up. The election of officers and of two members of the governing committee will end the session.

George Brown, secretary of the state association, reports that more than 600 reservations to the joint convention have already been received and cared for. The present indications point to the fact that the attendance will be between 1,700 and 1,800 men, together with their ladies, Mr. Brown states.

### Parker Visits Father

J. V. Parker, manager of the Western Actuarial Bureau, is visiting his father, C. A. Parker, at Newport, Minn., his old home. Incidentally, he attended the reunion of the 13th Minnesota Volunteers, Spanish-American War Veterans, at Stillwater.

## Odd State Law Induces Chaos

Peculiarity of Colorado Corporation Statute Criticised by Insurance Men

## NO CONTROL OVER TITLES

Mushroom Growth of Companies Selling Stocks and Bonds, But No Insurance, Results

Peculiarities of the Colorado corporation law, which does not attempt to regulate the title that a company uses, has led to a mushroom growth of companies which at present have nothing to do with insurance, but which on the financial sinews obtained through sale of bonds and stocks in holding companies some day hope to become carriers.

Eventually when all necessary funds have been subscribed through this unusual method, either new insurance companies will be formed or the original noninsurance companies will alter their titles so as to become carriers in fact. This is said to be the latest method of forming a carrier on a "shoestring."

### Odd Provision of Law

As a result of the old law which would, it is said, permit a company to sell dry goods under the title of the "Blank Insurance Company," investors have become confused and bona fide carriers in Colorado have been injured to some extent, according to some authorities in the business. The situation is particularly serious at present because a number of companies have been formed with titles that indicate they are insurance companies, but which actually are selling nothing but stocks and bonds. According to insurance men, these stocks and bonds are not in fact the obligations of an insurance company, nor could they ever be, but only of the holding companies, no matter what significance might apparently attach to the titles.

### Refuse Nebraska Permit

Acting Commissioner Kizer, head of the State bureau of securities of Nebraska, recently in refusing permit to the Paramount Life of Denver to sell stocks and bonds, pointed out dangers in this method of organization, two reasons being no-par and nonvoting stock. In the case of the Paramount Life a 20 percent commission for sale of these securities was the practice, which was against the Nebraska law's maximum of 10 percent.

It was said that Colorado has no "blue sky" laws, but word comes from Colorado that this statement is not correct.

### Present Law Approved

Recently the Colorado legislature considered the entire subject of a "blue sky" law, having before it a proposal for complete rewriting of this section. However, the legislature left in force the old provision which does not give discretionary power to any state official in approving securities, but has instead certain statutory limitations. It is said that many persons consider Colorado's law the best in the Union, because it takes away from individuals the power to decide what securities may be sold in the state.

A dozen or more companies are being organized in Colorado under a plan which is said to be an imitation of the one used by the Colorado Life but which differs from it in vital points. These

(CONTINUED ON NEXT PAGE)



(P &amp; A)

## WRITE THEM ALL!

The fire department is fast, but so is fire. Other accidents are speedy too—reason enough why all your clients should carry full automobile coverage. Write all the coverages, all the time.

*"The Glens Falls Fleet"*

 <b>INSURANCE COMPANY</b> <i>Glens Falls, New York</i>	<b>COMMERCE</b> <small>INSURANCE COMPANY</small> <i>Glens Falls, New York</i>	 <b>INDEMNITY COMPANY</b> <i>Glens Falls, New York</i>
<b>CHICAGO BRANCH OFFICE</b> 175 West Jackson Boulevard	<b>NEW YORK BRANCH OFFICE</b> 84 William Street	<b>SAN FRANCISCO BRANCH OFFICE</b> 354 Pine Street



## Passing of E. G. Richards Mourned by Fraternity

WAS OUTSTANDING FIGURE

Former United States Manager of North  
British Deep Student of Fire  
Insurance

NEW YORK, Aug. 21.—In the death of Ellis G. Richards at his home in this city on Thursday last, there passed one who for years prior to his retirement as United States manager of the North British & Mercantile group of companies in 1919, had been a towering figure in fire insurance and whose interest in the business continued to the hour of his death.

His connection with fire underwriting began in 1874 as clerk in the Boston office of the Commercial Union. Successively he became special agent for the Royal and Pennsylvania, the Queen; secretary and later vice-president of the National Fire, and in 1900 was appointed United States manager of the North British.

### National Board Head

He continued in this post for 19 years, when he withdrew from active work. He was president of the National Board in 1915-16 and was responsible for the creation of its actuarial department, in the progress of which he exhibited constant interest. He was likewise accountable for creation of a closer affiliation between the National Board and commissioners. Mr. Richards was convinced that the aloofness of fire men previously had been a serious mistake, he urged that the example of life and casualty underwriters in attending annual and semi-annual conventions of commissioners be adopted.

Though of Puritan ancestry and inheriting many of their sterling virtues, Mr. Richards was the essence of courtesy, and was approachable by the humblest employe in the service of his company.

### Student of Business

A thorough student of his business and of all related problems, he was insistent in demanding of his staff that every problem confronting them be gone into exhaustively, with the result that when a proposition came to him for final decision he knew every angle of it.

During his administration of North British affairs the entry of the company into the general casualty field in this country was all but consummated, the project being abandoned at the 11th hour through the refusal of a prominent casualty underwriter to take the divisional management after having virtually agreed to do so.

### Devoted Rating Plan

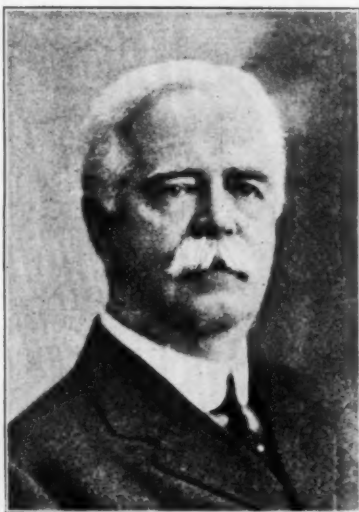
Mr. Richards' hobby was schedule rating and in conjunction with several prominent company executives he prepared what was known as the "E. G. R." rating schedule. Though admirable in many respects, this schedule was deemed faulty in other particulars and was not accepted by the fraternity. After his retirement from North British service, Mr. Richards devoted considerable time to revising the schedule, hoping he could overcome the objections.

He was sensitive to an unusual degree and felt keenly the refusal of the Western Union to appoint him to membership upon any of the important committees of that body, holding that this was due to resentment at his having brought the western department of his company to this city.

### Wife and Friends Died

His intimates among company men were Charles G. Smith, president of the Great American, and George W.

## Richards Dead



ELLIS G. RICHARDS

Ellis G. Richards, who died a few days ago, was one of the nationally known insurance men of his generation. For many years he was an official of the National of Hartford and then became United States manager of the North British & Mercantile.

Burchell, president of the Queen, both of whom preceded him on the long journey.

Following the death of his wife several years ago, Mr. Richards went to Europe, intending to make a world trip of at least two years. Instead he returned to New York after spending some months on the continent, preferring to work in his library rather than to see the sights of the old world.

## Odd State Law Induces Chaos

(CONT'D FROM PRECEDING PAGE)

other companies are not as yet insurance companies, it is said, and it is pointed out that even if they later should enter this business the securities now being sold would not be liabilities of the carrier but of the original holding companies.

### Not Carrier's Responsibility

Thus it is emphasized there would not later be any responsibility on the part of the carriers which would be formed to retire the endowment bonds now being sold by the holding companies.

In the case of the Paramount Life every purchaser of an endowment bond, which is scheduled to mature in 10 years, is required to buy five shares of stock, to pay down \$150 on a \$1,000 bond and pay \$150 a year for five years. A sales argument used is that buyers get the stock free with payment of \$750 in cash for the bond.

### Johnson's Connection

According to officers of the Colorado Life, A. W. Johnson, secretary-treasurer of the Paramount Life, formerly was for a short time a salesman for the Colorado Life but never was an actuary for the company, as recent news stories have intimated.

The Colorado Life is the only company incorporated under Colorado law which finances itself or is being financed through the sale of endowment bonds which are liabilities of the insurance company, President J. M. Campbell declares.

The July fire loss for Augusta, Ga., amounted to \$2,178.

## Eastern Agents Interested in Move to Boost Goodwin

SEEN AS ADMIRABLE CHOICE

Californians Seek to Enter Coast Leader  
in Race for Chairmanship of  
National Body

NEW YORK, Aug. 21.—Considerable interest has been created in the east through THE NATIONAL UNDERWRITER'S story that local agents on the Pacific Coast are endeavoring to persuade Percy H. Goodwin of San Diego to permit the use of his name as a candidate for chairmanship of the executive committee of the National Association of Insurance Agents, at the forthcoming gathering of that organization in Detroit.

Mr. Goodwin is held in high esteem in this section of the country and for many years has been an active and able figure in agency councils. It is the practice of the executive committee of the National association to hold four meetings a year, one each during the annual and semi-annual gatherings of the organization, and the others during intervening periods.

### Fine Attendance Record

Mr. Goodwin has never failed to attend the two major gatherings, though not always being able because of the long distance from his home at which the committee meetings are usually held, to be present at the others. As head of one of the leading agencies on the west coast he is familiar with agency problems, in the solution of which his advice is invariably sought.

Though any member of the National association is eligible to its presidency, an unwritten rule of the body rarely departed from is to elect a member first to membership on the executive committee, advancing to chairmanship and then the presidency.

Another unwritten rule is that a president shall serve but one term, a practice that has been adhered to since 1923 when Frank R. Bell of Charleston was chosen president succeeding James L. Case. Mr. Bell was followed in turn by Thomas C. Moffatt of Newark; Cliff C. Jones of Kansas City; Frank L. Gardner of Poughkeepsie; W. Eugene Harrington of Atlanta, and R. P. De Van of Charleston, the present chief executive.

Clyde B. Smith of Lansing is now chairman of the executive committee, and assuming that the precedent set in 1924 is followed, will be the next president. To fill the latter office satisfactorily calls for a high measure of executive ability and devotion of a considerable amount of time.

### Is an Active Post

The president of the association, besides being required to pass upon all important matters that may arise during his term, is expected to attend numerous state agency gatherings and many important local board meetings as well. During the successive administrations of E. M. Allen, Fred J. Cox and James L. Case, these men traveled a great deal, giving freely of their time and talent to the upbuilding of the agency organization.

The National association was never in better position than it is at the present time, and if, as is anticipated, Mr. Smith is chosen to head it during the next fiscal year, there will be no question as to his ability still further to advance its interests.

The National Underwriter Company desires to send to any fire insurance agent who is interested in increasing his business a booklet entitled, "Business Getting Knowledge," which tells all about the Dean Schedule Training Course.

## A. B. White Takes Post with Los Angeles Board

HAS BEEN CHOSEN MANAGER

Sold His Agency at Parkersburg, W.  
Va., Last Spring—Prominent in  
State Association

A. B. White, Jr., formerly head of the White Insurance Agency of Parkersburg, W. Va., has been appointed manager of the Los Angeles Fire Insurance Exchange succeeding C. J. Duncan, who recently died. Mr. White was inducted into office at a meeting of the members and was introduced by President Eugene Battles. Mr. White served as president of the West Virginia Association of Insurance Agents and in that capacity gained national reputation.

### Awarded Woodworth Testimonial

He was awarded the Woodworth memorial testimonial by the National Association of Insurance Agents to the agent who contributed the most during the year to the American agency system. Mr. White was the first one to receive this testimonial, it being awarded at the Kansas City convention in 1925 while he was president of the West Virginia association. His work in establishing the principle of sole agency representation in that state was regarded as an outstanding achievement. Mr. White devoted virtually about six months' time to this important work during the year when the companies were readjusting their commission basis in West Virginia to 20 percent flat, there having been no standard of commissions prior to that time. Since that year West Virginia has been on a sole agency basis and work has been conducted in a very satisfactory way. Mr. White was a regional vice-president of the National association.

He sold his agency at Parkersburg which he had conducted for 15 years, last May and moved to Los Angeles. He is a graduate of Kenyon College of Gambier, O. He served a year and a half as first lieutenant in the ordnance department in charge of stores accounting on cost contracts in the Cleveland ordnance district during the war. In 1920 and 1921 he was special agent of the Fire Association and Victory in West Virginia and Maryland.

Mr. Duncan for a number of years was in insurance work in New York and later in Chicago. He conducted an agency at Cedar Rapids, Ia. He went to Los Angeles in 1924, was manager of the W. Ross Campbell agency which was sold to Matt Mancha.

## Monarch Fire Ready to Start

(CONTINUED FROM PAGE 3)

president Cleveland National Bank, and Mr. Rawlings.

After the Columbian National has been absorbed, the Monarch Fire will show assets \$4,586,291, premium reserve \$841,250, voluntary reserve \$635,200, capital \$1,000,000, net surplus \$2,000,000.

The Monarch Fire has already applied for a license in Ohio and expects to be qualified in a few days. Its funds were over subscribed. It starts on a very substantial financial basis well backed. The investors realize that no dividends will be declared until the company can report real earnings.

Mr. Rawlings is one of the outstanding insurance men of the west, who has a wide experience. He is the contact man of his general agency. He served as president of the Western Automobile Underwriters Conference and president of the Fire Underwriters Association of the Northwest. Steps will be taken as soon as office and equipment are secured to start writing business.





**CORROON & REYNOLDS FLEET**  
**EXTENDING COUNTRY-WIDE SERVICE AND PROTECTION**

DECEMBER 31st, 1928, STATEMENTS

American Equitable Assurance Company of New York			
Assets	Liabilities	Capital	*Net Resources
\$10,099,162.29	\$3,394,266.51	\$2,000,000.00	\$6,704,895.78
Bronx Fire Insurance Company of the City of New York			
\$4,889,591.12	\$755,197.32	\$1,000,000.00	\$4,134,393.80
Brooklyn Fire Insurance Company			
\$5,762,813.80	\$1,293,331.77	\$1,000,000.00	\$4,469,482.03
Globe Insurance Company of America PITTSBURGH, PA. (Incorporated 1882)			
\$2,258,430.77	\$813,552.56	\$512,000.00	\$1,444,878.21
Knickerbocker Insurance Company of New York			
\$5,034,363.88	\$2,255,641.18	\$1,000,000.00	\$2,778,722.70

Long Island Fire Insurance Company			
Assets	Liabilities	Capital	*Net Resources
\$408,657.14	\$42,532.38	\$200,000.00	\$366,124.76
Merchants and Manufacturers Fire Insurance Company NEWARK, N. J. (Chartered 1869)			
\$5,774,475.31	\$1,291,847.16	\$1,000,000.00	\$4,482,628.15
New York Fire Insurance Company (Incorporated 1832)			
\$2,922,000.19	\$927,051.01	\$1,000,000.00	\$1,994,949.18
Republic Fire Insurance Company PITTSBURGH, PA. (Incorporated 1871)			
\$4,076,176.31	\$1,040,535.31	\$1,000,000.00	\$3,035,641.00
Sylvania Insurance Company PHILADELPHIA, PA.			
\$5,327,783.03	\$758,805.07	\$1,500,000.00	\$4,568,977.96

\*Net Resources, being aggregate of Capital, Net Surplus and Voluntary Reserves.

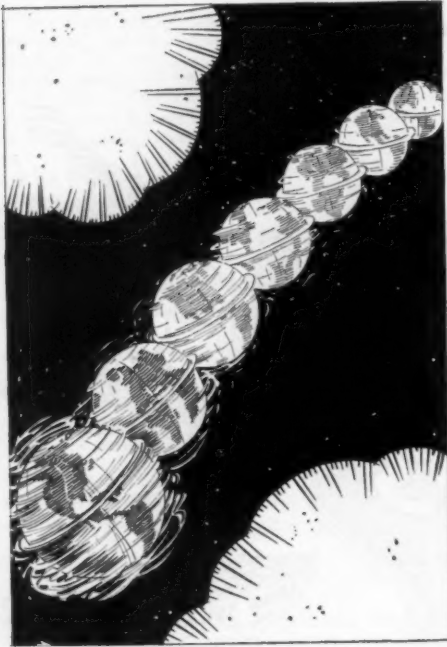
CLASSES OF INSURANCE WRITTEN  
 FIRE, AUTOMOBILE, EXPLOSION, RIOT, CIVIL COMMOION, TORNADO AND WINDSTORM, SPRINKLER LEAKAGE, USE AND OCCUPANCY, PROFITS,  
 LEASEHOLD AND GENERAL MERCHANDISE FLOATERS.

**CORROON & REYNOLDS**  
 INCORPORATED  
 MANAGER

92 WILLIAM STREET

NEW YORK CITY, N. Y.

## The Distinctiveness of the Trinity Fire Is Primarily Attributable to its Modern Conception of Fire Insurance



### IN THE MODERN TEMPO

To fit the shoe to the foot is sound merchandising. That the shoe is never the same, and to pursue a course in recognition of this fact is Modern Merchandising—Fire Insurance not excepted.

Cash Capital one million dollars



## NEWS OF THE COMPANIES

### NATIONAL LIBERTY FIGURES

Semiannual Statements of the Group Show Splendid Progress for the Six Months

The National Liberty shows assets as of July 1 \$45,008,041 or an increase for the first six months of \$2,474,879. The surplus to policyholders has increased by \$2,741,279 after payment of dividend and now amounts to \$33,322,875. An idea of the measure of progress made by the National Liberty during the last five and one-half years can be gained by a comparison of assets which were \$14,189,226 on Jan. 1, 1925, \$30,818,815 as of July 1.

The Baltimore American shows assets as of July 1, \$9,998,074, an increase for the first six months of \$1,027,280. The surplus to policyholders has increased by \$1,051,337 after payment of dividend and now amounts to \$7,472,135.

The Peoples National Fire shows assets as of July 1, \$6,961,551 or an increase for the first six months of \$857,282. The surplus to policyholders has increased by \$872,303 after payment of dividend and now amounts to \$5,018,056.

### DUBUQUE'S CAPITAL DOUBLED

Stock Dividend Is Declared, Bringing the Company to the Million Dollar Group

The Dubuque Fire & Marine declared a stock dividend of \$500,000 this week, making its capital \$1,000,000. Its capital heretofore has been \$500,000. Its net surplus as of Dec. 31 was \$1,641,000. It is thought that at the end of the year the net surplus will be about \$1,400,000. The Dubuque has had a consistent record of profitable operations. It is well managed, carefully administered and goes along without creating any noise. The main factors in the Dubuque are President C. J. Schrup and Secretary S. F. Weiser. The Dubuque has a running mate, the National Reserve, which is making commendable progress.

It so happens that this is the 25th year of Mr. Schrup's and Mr. Weiser's connection with the Dubuque, which makes the action in increasing the capital take on a sentimental hue.

### FIREMAN'S FUND PROSPERS

Assets Show Increase of Over \$5,000,000 Since First of January—Best Six Months

SAN FRANCISCO, Aug. 21.—The most successful six months in the history of the company is the way the first half of the year 1929 is summed up for the Fireman's Fund, according to the first semi-annual statement ever issued by the organization. Its success is attributed to growth of business, income and the increase in capitalization—the latter now amounting to \$7,500,000. The increase in capital was completed June 30, with the additional of 100,000 new shares.

A summary of the report shows the company's assets to be \$39,846,805 compared with \$34,403,956 on the first of January. The unearned premium reserve is \$15,906,952 as against \$15,686,755 and the policyholders surplus is now given as \$19,042,368.

Although competition in the fire insurance business this year has been unusually keen President Levison reports that the company's new business writing have been particularly good.

Bragg Insurance, has been incorporated at Chatham, Ont., the directors being: E. W. Clement; W. P. Clement, V. H. Hattin; H. M. Hamel; and F. M. Hammond.

### SUFFICIENT STOCK PLEDGED

Cleveland Purchasers of the Columbian National Fire Get Sufficient Shares to Insure Control

LANSING, MICH., Aug. 21.—Sufficient stock has been pledged by shareholders of the Columbian National Fire of Lansing to assure consummation of the deal contemplated whereby Cleveland interests will purchase the company. Over 18,000 shares have been turned in at the offices of the Central Trust Company which is acting for the Cleveland parties.

E. T. Lyons, manager of the Columbia National, expressed confidence today that the deal will go through as scheduled. Only formalities of checking over the stock for verification by representatives of the purchasers remain, he said, as the Columbian National stockholders have signified their willingness to accept the offer.

While Mr. Lyons has been unwilling to disclose the name of the projected purchaser, it is generally known in insurance circles that the Monarch Fire & Marine, promoted by Otis & Co., powerful Cleveland financial house, is the new carrier which made the attractive offer for the stock and which will obtain from the Lansing company an agency plant extending into 33 states. The Cleveland company is still in the organization stage but its financial support is of such a character that there appears no doubt that it will soon be a lusty insurance fledgling capable of holding its own among much older rivals.

### Richmond

The capital of the Richmond has now been increased from \$500,000 to \$1,000,000. A stock dividend of \$300,000 was declared and \$200,000 new capital was subscribed at par. The par value was reduced to \$10 a share.

### St. Paul in New Addition

ST. PAUL, MINN., Aug. 21.—The St. Paul Fire & Marine has practically completed moving into its new addition. Six floors of the new building are occupied in part or full and the seventh will remain vacant for the time being.

The completion of the annex has relieved the congestion in the old building and will provide adequate office space for some time to come.

### CONVENTION DATES

- Sept. 5-6—Iowa Agents, Fort Dodge.
- Sept. 9—Michigan Agents, Detroit.
- Sept. 9-11—International Claim Association, Hot Springs, Va.
- Sept. 10-13—National Association of Insurance Agents, Detroit.
- Sept. 17-19—Insurance Commissioners Convention, Toronto.
- Sept. 23-25—Western Union, Old Point Comfort, Va.
- Sept. 24-26—Blue Goose Grand Nest, San Francisco, Cal.
- Sept. 30-Oct. 5—National Safety Congress, Chicago.
- Sept. 30—Casualty Conventions, White Sulphur Springs.
- Oct. 3-5—Western Insurance Bureau, Briar Cliff, N. Y.
- Oct. 1-3—Casualty Conventions, White Sulphur Springs.
- Oct. 1—Kansas Bureau Field Men, Topeka.
- Oct. 6-8—Insurance Advertising Conference, Cleveland.
- Oct. 8—Missouri Insurance Day, Jefferson City.
- Oct. 9—Missouri Agents, Jefferson City.
- Oct. 9—Indiana Agents, Muncie.
- Oct. 10—Illinois Agents, Rock Island.
- Oct. 10-11—Indiana Agents, Muncie.
- Oct. 31-Nov. 1—Tennessee Agents, Nashville.
- Nov. 7-9—California Agents, Oakland.
- Nov. 12-14—Industrial Insurers Conference, Mobile, Ala.
- May 12, 1930—National Fire Protection Association, Atlantic City.



## Up-to-Date Company List of Groups Is Presented

Since the first of the year, and in fact since a number of the reference books have come out, there have been a number of changes in fire and casualty insurance groups. Therefore, an up to date list is published as follows:

\* \* \*

**Aetna Life**—Aetna Life, Automobile of Hartford, Standard of Hartford, Aetna Casualty & Surety.

**Aetna Fire**—Aetna Fire, World Fire & Marine, Century Indemnity.

**Agricultural**—Agricultural and Empire State.

**American Automobile**—American Automobile, American Automobile Fire.

**American, N. J.**—American, N. J., Columbia, O., Bankers Indemnity, Dixie Fire.

**American F. & M.**—American F. & M., Texas Indemnity, American Indemnity.

**America Fore**—Continental, Fidelity-Phoenix, American Eagle, First American, Fidelity & Casualty, Niagara Fire, Maryland.

**American Phenix**—Reinsurance Corporation of America, Lion of New York, Minnesota Fire, Underwriters Reinsurance, American Reinsurance.

**American Surety**—American Surety and New York Casualty.

**Associated Indemnity**—Associated Indemnity and Associated Fire & Marine of San Francisco.

**Atlas**—Atlas and Albany.

**Bailey & Collins**—Fidelity Union Fire of Texas and Fidelity Union Casualty.

**Barber & Baldwin**—Aero, Aero Indemnity.

**Boston**—Boston and Old Colony.

**Henry W. Brown**—Century and Liberty Bell.

**Rogers Caldwell & Co.**—Home Fire of Arkansas, Home Life of Arkansas, Home Accident of Arkansas, Missouri State Life, Southern Surety, Southern Fire, Inter Southern Life of Louisville, Southern Life of Greenville, S. C., Southwestern Life of Dallas.

**Caledonian**—Caledonian and Caledonian American.

**Chicago Fleet**—Chicago F. & M., Presidential F. & M.

**Commercial Union**—Commercial Union, England; American Central, Palatine, Union of London, California, Commercial Union of New York, British General, Ocean Accident and Columbia Casualty.

**Continental Casualty**—Continental Casualty, National Casualty, Continental Assurance.

\* \* \*

**Corroon & Reynolds**—American Equitable, Brooklyn Fire, Bronx Fire, Globe of Pittsburgh, Jefferson Fire, Knickerbocker, Long Island, Merchants & Manufacturers, Metropolitan of New York, New York Fire, Republic of Pittsburgh, Sylvania, Independence Fire, and Independence Indemnity.

**Crum & Foster**—United States Fire, North River, Richmond, British America, Western of Ontario, Allemania, Union of Buffalo, Buckeye National, Metropolitan of Chicago, New York State, United States Merchants & Shippers, Westchester, City of Pennsylvania, Western National of North Dakota and Wheeling Fire.

**Dubuque F. & M.**—Dubuque F. & M. and National Reserve.

**Employers**—Employers Fire, Employers Liability, American Employers Casualty.

**Federal Surety**—Federal Surety and Standard Federal Fire.

**Fidelity & Deposit**—Fidelity & Deposit and American Bonding.

**Fire Association**—Fire Association, Reliance, Victory and Constitution Indemnity.

\* \* \*

**Fireman's Fund**—Fireman's Fund, Home F. & M., Occidental, Occidental Indemnity.

**Firemen's of Newark**—Firemen's, Girard F. & M., Mechanics, National-Ben Franklin, Concordia, Superior, Milwaukee Mechanics, Capital, N. H., Underwriters, N. H., Keystone Underwriters, Pittsburgh Underwriters, Metropolitan Casualty, Commercial Casualty.

**J. S. Frelinghuysen**—Stuyvesant, Industrial, Raritan Valley, American Constitution and American Home.

**General Accident**—General Accident and Potomac Fire.

**General of Seattle**—General, Western of Seattle, First National, General Casualty.

**Glens Falls**—Glens Falls, Commerce, Glens Falls Indemnity, Commerce Indemnity.

**Globe Underwriters Exchange**—Southern Home, Charleston, S. C., Savannah Fire, Republic Fire of Texas.

**Great American**—Great American, American Alliance, Massachusetts F. & M., North Carolina Home, American National, Rochester American, County, Pa., Mount Royal, Great American Indemnity, Associated Reinsurance.

**Hartford Fire**—Hartford, Federal, New Jersey, Citizens, Northwestern Fire & Marine, Queen City, Twin City, New York Underwriters, Columbus Fire, Miss., Hartford Accident & Indemnity and Hartford Live Stock.

**Home of New York**—Home of New York, Franklin, City, N. Y., Carolina, N. C., Harmonia, Homestead, New Brunswick, Halifax Fire, Georgia Home, National Liberty, Baltimore American, People's National.

**Importers & Exporters**—Importers & Exporters and Mohawk Fire.

**North America**—North America, Alliance, Philadelphia Fire & Marine, National Security, Lafayette, Indemnity Insurance Company of North America, Alliance Casualty.

**Fred S. James & Co.**—Urbaine, Eagle Star & British Dominions, General of Paris.

**E. C. Jameson**—Globe & Rutgers, Hamilton Fire, National Fire & Marine.

**Insurance Securities Co.**—Union Indemnity, LaSalle Fire, Bankers & Merchants of Mississippi, Northwestern Casualty & Surety, Detroit Life, N. Y. Indemnity.

**Sussex**—Sussex, Ajax and Essex.

**London Assurance**—London and Manhattan F. & M.

**London & Lancashire**—London & Lancashire, Orient, Law Union & Rock, Safeguard, Pearl, Standard Marine, Marine of England, London & Lancashire Indemnity.

**Lumbermen's, Pa.**—Lumbermen's and Philadelphia National.

**McAllister**—George Washington, Greensboro Fire, Pilot Fire, Southern Life & Trust, Pilot Life.

**Mayflower**—Mayflower F. & M., Mayflower Fidelity & Casualty.

**Merchants, N. Y.**—Merchants, N. Y., Washington Assurance and Merchants Indemnity.

**C. V. Meserole**—Pacific, Bankers & Shippers and New Jersey.

**National Guaranty**—National Guaranty Fire, Inland Bonding & Casualty.

**National of Hartford**—National of Hartford, Mechanics & Traders, Franklin National and Transcontinental.

\* \* \*

**National Union**—National Union Fire, Atlantic of Florida, Birmingham of Pennsylvania, American Founders of Milwaukee, National Union Indemnity.

**New Hampshire**—New Hampshire and Granite State.

**North British**—North British & Mercantile, Pennsylvania, Commonwealth, Mercantile, Homeland and Ocean Marine.

**Northern, England**—Northern England, London & Scottish, Indemnity Mutual Marine.

**Norwich Union**—Norwich Union, Eagle Fire of New York, Norwich Union Indemnity.

**Ohio Farmers**—Ohio Farmers and Ohio Farmers Indemnity.

**Pacific American**—Pacific American Fire, Pacific Indemnity, Acme Fire of Los Angeles, Pacific Mutual Life.

**Phoenix of Hartford**—Phoenix, Connecticut, Equitable F. & M., Central States of Kansas, Minneapolis F. & M., Atlantic Fire of Raleigh, N. C.

**Phoenix of London**—Phoenix, Imperial, Columbia, N. J., United Firemen's, Swiss Reinsurance, Union Marine, Phoenix Indemnity, London Guarantee & Accident.

**Providence Washington**—Providence Washington and Anchor.

**Public Fire**—Public Fire and Public Indemnity.

**Rhode Island**—Rhode Island, Union of Paris, Merchants, R. I., Guaranty, R. I. Royal—(a) Royal, Queen, Newark,

## New President



DARBY A. DAY

Darby A. Day, Chicago manager of the Union Central Life, is the president of the new Fire Insurance Company of Chicago, that has just been licensed. Mr. Day is one of the most widely known men in the life insurance field owing to his remarkable organization ability. He was formerly Chicago manager of the Mutual Life of New York.

Capital of California, American & Foreign, British & Foreign, Royal Indemnity, Eagle Indemnity. (b) Liverpool & London & Globe, Star, Federal Union, Prudential, Globe Indemnity, Thames and Mersey.

**Royal Exchange**—Royal Exchange, Provident Fire, State of England.

**St. Paul F. & M.**—St. Paul F. & M., Mercury and St. Paul-Mercury Indemnity.

**Scottish Union & National**—Scottish Union & National, American Union, Central Union, Maritime.

**Security, Ct.**—Security, Ct., and East & West.

**Security National**—Security National of Texas, Western National of Texas, American National Life.

**Springfield F. & M.**—Springfield F. & M., Sentinel, Michigan Fire & Marine, New England Fire.

**Sun**—Sun of London, Patriotic, Sun Indemnity.

**Svea**—Svea, Hudson, Christiania General.

**Tokio**—Standard of New York, Tokio, Standard Casualty & Surety.

\* \* \*

**Transportation**—Transportation, Transportation Reinsurance, Transportation Indemnity.

**Travelers**—Travelers Fire, Travelers, Travelers Indemnity.

**Trinity Fire**—Trinity of Texas, Universal Automobile, Universal Casualty.

**Underwriters Fire**—Underwriters Fire, N. C., and North Carolina State.

**Union Automobile**—Union Automobile of California and California Union Fire.

**United States Fidelity & Guaranty**—United States Fidelity & Guaranty and Fidelity & Guaranty Fire.

**Western of Kansas**—Western Fire, Western Automobile, Western Automobile Casualty.

**Yorkshire**—Yorkshire, London & Provincial, Seaboard F. & M., Yorkshire Indemnity, Seaboard Surety.

**Zurich**—Zurich General Accident & Liability and Zurich Fire.

## Big Hail Policy Written

Through A. T. Listug, its agent at Wolfe Point, Mont., the Continental has written a hail policy covering to \$201,590. The indemnity is upon 16,000 acres of wheat, 3,000 acres of flax and about 1,200 acres of barley, oats, rye, spelt and other grains. The policy, it is figured, marks a record in the conduct of the hail business.

## Air Suit for \$1,300,000 Is Filed in New Jersey

NO INSURANCE INVOLVED

Underwriters Keenly Interested in Points Raised Affecting Operations of Airways

NEW YORK, Aug. 21.—One of the largest and most important aviation liability suits on record was filed in New Jersey today, damages of \$1,300,000 being sought for deaths and injuries in an airplane accident which happened at Hadley Field, New Jersey, in 1927.

No insurance is involved, so far as is known, but the case is important, as it should, if carried through to final decision, establish precedent of vital importance.

### Main Points Involved

Basic is the question of carrier liability, which has not as yet been decided definitely. Linked with this is the matter of overating and related liability, for not only is the operating company named, but also the head of the company, the holding company and a later holding company.

Those named are General Motors, Fokker Aircraft, Atlantic Aircraft Corporation, Reynolds, Airways and Richard J. Reynolds, rich owner of the operating company. General Motors was named, as it is now the holding company of Fokker Aircraft, which in turn became the holding company for the operating unit.

### Was Air Tragedy

The damages arose from the accident at Hadley field on Sept. 17, 1927, in which seven persons were killed and five injured and the single suit is said to include the damages in the aggregate. Papers were filed by George Sleight, Jersey City attorney.

Action is based on contention the plane was overloaded and had been improperly reconditioned by the company, which imported it from Holland after it had flown more than 2,000 hours.

It is known that no insurance was issued through the Barber & Baldwin office, then the only operating aviation underwriting office, coverage having been turned down by that office after investigation. It is not known whether coverage was secured in some independent office.

Whether insurance is involved or not, it will be of interest to underwriters, for just such a case as this has been awaited to establish precedent for underwriting.

## New York Bureau Formed to Examine Stock Sales

Superintendent Albert Conway of New York has organized a new bureau headed by Albert N. Butler, chief fire and marine examiner, to investigate and report to the public on practices of insurance holding corporations which float new carriers by stock sales to the general public. Annual investigations will be made and licenses will not be issued for stock sales in New York if they do not meet requirements of Superintendent Conway. This will apply particularly if companies from other states do not establish New York offices which the department can investigate or if they do not have official supervision in their own states. Holding companies whose stock is held entirely by insurance companies will not come within the province of the bureau. Mr. Butler is preparing a list of the corporations which will be affected, to be announced soon.

Every insurance man should read his personal copy of The National Underwriter.



## Board Members Discuss Slow Response in South

### CALIFORNIA SITUATION BAD

#### Agents Hold Several Meetings in Pro- test Against Separation Inquiry of Companies

SAN FRANCISCO, Aug. 21.—Slow response from Southern California to the separation inquiry of Pacific Board companies transmitted recently to agents was the principal topic of discussion at the special meeting of the board here Monday.

Members said response has been slower in that section than in any other part of the state. Companies desire to obtain greater cooperation from special agents there, according to the meager information available after the meeting. Specials have not pushed separation as some managers believe they should.

#### Committee Is Named

A direct result this week was appointment of a special committee of five, consisting of Clifford Conly, president of the board; Thomas H. Anderson, Willard O. Wayman, McClure Kelly and A. J. Chapman, to meet with the specials this week. They will leave here Aug. 22.

Recent supplemental changes in the commission rule are said to have added to the general confusion.

The impression is general that local agents are not responding with any great alacrity to the separation inquiry agreement sent by companies. There seems to be general indignation among agents toward the agreement form, which they claim is one-sided and destined to prove more harmful to companies than beneficial.

Local agents of Alameda and Contra Costa counties with representation from every community, including Oakland, Alameda, Fruitvale, Richmond, Berkeley and Piedmont, held a meeting in Oakland last week to consider this question and also that of the board's metropolitan area rule, which effects them directly. The consensus was that the agreement was unnecessary. Many agents announced they would not sign-up although they had sent in preliminary notices that they would clear.

Agents of Napa and Sonoma counties met at Sebastopol last week under auspices of the Sonoma County Association of Insurance Agents. Sentiment was practically unanimous against the idea. Most of them deplored the agreement and said they would not rush to sign. Mixed agency men present admitted they were in a quandary, and it was intimated they might go entirely non-board and surrender board company connections they have had for years.

#### Entails a Sacrifice

This situation, they explained, was principally on account of the large volume of farm business done which they have been able to hold against county and farm mutuals by modifications in the board farm business rules granted by nonboard companies. These agents said that to meet the plans of board companies meant the surrender of many thousands of dollars in premiums.

In a general discussion in this meeting only one agent believed that board companies would derive benefit, while W. G. Thompson of Napa, for more than 35 years straight board company operator, expressed himself in strong language against the agreement, calling it the "most radical step ever taken without any particular benefit to be derived."

Other agents claimed that the volume of business for board companies will not show material gains, that non-boarders will hold about the same aggregate premium income in the state. They declared separation is not the solution and that board companies have not lost as much business to nonboard companies, in the aggregate, as they have claimed.

## Agent Honored



JOHN NORTH, Miller, Ind.

The Fidelity-Phenix Fire took official cognizance of the fact that John North of Miller, Ind., has represented it as local agent for 33 years continuously and successfully. The company had overlooked Mr. North when his 25th anniversary came around and hence when the fact came to its notice that it had not presented Mr. North with the silver anniversary medallion the western management assigned Secretary Ernest A. Henne to the duty of presenting it to Mr. North. A luncheon was given by Mr. Henne at Gary, Ind., where the presentation took place. There were present State Agent Thomas R. Dugan, who recounted the fact that Mr. North was the first agent on whom he called in the state, and Special Agent R. P. Elder. There was present also Thomas T. North, well known adjuster in Chicago, a son of John North. The elder North is 80 years of age. He has a well rounded life, has enjoyed his experiences and today is alert in mind and body.

## CHANGES IN THE FIELD

### PROMOTIONS IN TWO STATES

#### Ramspeck and Yerger Elevated to State Agents by Home in Georgia and Mississippi

Appointment of State Agent Carl M. Ramspeck in charge of the Georgia field to succeed General Agent Charles W. Phillips, retired, and promotion of Special Agent Edward Yerger in Mississippi as state agent to succeed General Agent A. J. Haltiwanger, resigned, is announced by the Home of New York.

The title "general agent" has been discontinued in making new appointments in the south, as its use for salaried men was confusing because it is commonly used to designate heads of general agencies conducted on a commission basis.

Mr. Ramspeck's headquarters are in the Trust Company of Georgia Building, Atlanta. He has had long experience in that territory, first entering the business in the southern department of the North America at Atlanta under Capt. Edwin S. Gay. Later he joined the southern department of the Royal, and after discharge from the army in 1918 was made special agent of that company in Mississippi.

The following year he transferred to the Home as Georgia special, and in 1924 was appointed state agent of the

## Wholesale Rate Slash Is Made in Nine States

### CUT 10 TO 15 PERCENT

#### Better Experience Credited with Radical Downward Revision in Western Union Territory

Fire insurance rates have tumbled throughout Western Union territory. Reductions range between 10 and 15 percent, the most recent being the drop in Missouri resulting from submission of carriers to the old order of former Superintendent Ben C. Hyde, and a like decrease of 10 percent promulgated in Wyoming.

Iowa, Nebraska, Illinois and Michigan started a precedent June 16. The drop in Iowa was 15 percent except for Des Moines, as it was in Michigan. The Nebraska reduction was 10 percent except in Omaha, and in Illinois it was also 10 percent in some towns, but 15 percent in others, depending upon the classification. This is being handled separately in bulletins in each rate book.

#### Other Rate Reductions

All territory in South Dakota east of the Missouri river obtained a 10 percent reduction on what are known as "3-A" risks, and July 2, 45 counties of the southern half of Minnesota benefited by a 15 percent reduction on class "1-A" and "3-A" buildings and contents.

A 6 percent reduction became effective in Ohio July 27 on buildings carrying coinsurance symbols 1-A, 2-A, 3-A or any average or combination involving these symbols, and the same reduction for contents. The Ohio reduction did not apply to policies dated before July 27, to rates dated after that time, to average rates under a blanket form or to buildings carrying coinsurance symbols 1-B, 2-B, 3-B or 4-A, or any combination of these symbols. Nor did the reduction apply to contents of such buildings.

Fire men said one reason for the widespread cut in rates was better experience in the nine states. The Missouri rate litigation was responsible in that state.

A special bulletin of the Ohio inspec-

## Western Manager



HENRY A. YATES

Henry A. Yates of Chicago, assistant manager of the western department of the Aetna, who becomes vice-president and western manager of the Southern Fire, is one of the men in the west who has stamped his individuality on the business. He has been prominent in the organized activities of insurance.

tion bureau explained the reduction in that state was based on a lower basis rate for fireproof construction. The new basis rates are 40 cents for building and 40 cents for contents, as compared with 22½ cents and 25 cents respectively, heretofore used. On buildings of brick construction the new basis rates are 25 to 30 cents and 50 to 60 cents for contents as compared with 27½ cents to 30 cents for buildings and 60 cents for contents previously. The bureau will use the lower basis tables for future ratings but the 6 percent reduction factor will be applied to the old table until all property can be rerated. The reduction does not apply to existing policies.

a field man, most recently having been connected with the Norwich Union as special agent.

#### George P. Gillett

In succession to the late Frank L. Owen, George P. Gillett has been appointed special agent in New England for the Tokio and Standard of New York. Mr. Gillett, who will make headquarters in Boston, has had ten years' practical experience in fire underwriting, having started with the Scottish Union & National at Hartford in 1919, going into the field as special agent for the Northwestern National in Massachusetts, Connecticut and Rhode Island five years later.

#### Alfred W. Fiebig

Alfred W. Fiebig, formerly special agent for the Milwaukee Mechanics in Wisconsin with headquarters in Milwaukee, has been appointed state agent for Kansas and Oklahoma with headquarters in Wichita to succeed R. A. Gamble, who recently resigned to become Kansas state agent for the American. Mr. Fiebig will maintain offices at 313 Beacon building.

#### Dock Loss Totals \$120,000

SEATTLE, WASH., Aug. 21.—The companies' loss on the Union Pacific Dock fire will amount to about \$120,000 on a \$300,000 insurance schedule according to Curtis Harold, independent adjuster, and Kenneth Withers, Seattle manager for the Pacific Adjusting Bureau. The line was handled by Johnson & Higgins.

Franklin Fire and the City of New York in that state. Three years ago he became state agent of the Home, working under direction of General Agent Phillips.

Mr. Ramspeck will direct these three companies in the state.

Mr. Yerger will have headquarters in 814 Lamar Life Building, Jackson, Miss. He is the son of a well known local agent of Jackson who represents the Home, and has had long experience in his father's agency before becoming special for the Home.

#### James F. Moriarity

James F. Moriarity has been appointed special agent of the National Union Fire for western New York with headquarters at Rochester succeeding Samuel E. Gardiner, resigned. Mr. Moriarity has represented the Excelsior Fire of Syracuse for the last five years. Previously he was connected with Phoenix of London and the Netherlands.

#### A. L. Stuart

A. L. Stuart has been appointed special agent of the Caledonian effective Sept. 1, to supervise West Virginia, Maryland, Delaware, and the District of Columbia, Robert R. Clark, United States manager, announces. His headquarters will be at Parkersburg, W. Va. Mr. Stuart has had long experience as

# Your Move—



To obtain a more extended and better knowledge of the insurance business and thus become a more efficient agent.



To learn how other agents have made marked progress by the use of information obtained at these conventions.



To enter into the discussion of problems that arise in every progressive agency and learn how to meet them.



To receive inspiration and enthusiasm created by stirring and constructive addresses by the foremost leaders in business.



To consider with other agents and leaders the momentous questions now stirring the business to its very foundations.



To do your part in preserving intact the American Agency System from encroachments and dangers within the business.



To help plan to make the National Association the greatest stabilizing influence in the business of insurance.



Plan to make this Convention of the National Association a combined pleasant vacation and helpful business trip.



Railroad certificates authorizing one and one-half fare for round trip will be mailed to all members without request.



Make your room reservations now at the Book-Cadillac Hotel, Convention Headquarters. Room tariffs reasonable.

## —COME TO DETROIT

Thirty-Fourth Annual Convention, September 10, 11, 12, 13

# National Association of Insurance Agents



## AS SEEN FROM CHICAGO

### TWO WIN BIG POSTS

Appointment of J. A. Walberg, Cook county manager of the National Union at Chicago, to an important post in the production department of the Glens Falls here and of George C. Wigert, casualty manager in the south side branch office of the Travelers, to the National Union post, were announced this week. Mr. Walberg, who is secretary-treasurer of the Cook County Field Club and has an unusually large acquaintance through his having been connected with insurance in Chicago for 20 years, will take a leading part in producing all lines of business, both fire and casualty, for the Glens Falls in Chicago territory. Both appointments are effective Sept. 1.

Mr. Walberg started with Rollins, Burdick & Hunter 20 years ago and after eight years went with Bartholomew & Darling as manager of the fire department. After six years in this connection he took charge of the insurance department of Lackner, Putz & Co., Chicago bond and mortgage firm. He has been Cook county manager of the Na-

tional Union for three years, taking over the post when the company's premiums in that territory approximated \$100,000. He will leave the office with a plant that has a premium income of about \$250,000 a year.

His successor Mr. Wigert has had seven years insurance experience, starting with the Fidelity & Deposit branch office at Omaha and going with the Travelers about six years ago, a part of the time in the Nebraska, South Dakota and Iowa field. He came to Chicago early this year, first becoming field assistant in the loop district and later taking his post as casualty manager on the south side. He has had both fire and casualty experience and will have general direction of production for both the National Union Fire and National Union Indemnity in Cook, Lake and Du Page counties.

### MORE CHICAGO FIGURES

Additional fire premiums for the year ended June 30, reported to the city comptroller of Chicago for purposes of

the 2 percent premium tax are given below:

	First Six Months		
	1929	1928	1927
Aetna Fire	650,524	696,833	803,883
Amer. Nat.	26,398	28,137	27,088
Balt. Amer.	37,763	35,266	56,600
Boston	135,294	127,619	162,800
Boston Man. M.	14,028	5,074	17,134
Citizens, Mo.	29,147	33,122	27,789
Cosmopolitan	9,057	.....	.....
Excelsior, N. Y.	4,080	4,372	2,726
Hartford	510,098	547,161	760,527
Independence	28,431	34,756	30,777
Knickerbocker	109,251	14,090	11,090
*L'b'men's, Pa.	21,756	90,786	82,010
Mich. Mill. Mut.	24,271	22,158	25,123
Merrimack M.	2,180	1,028	750
Mohawk, N. Y.	28,823	17,800	.....
Nat. Liberty	215,868	250,779	267,314
New Hamp.	104,442	113,924	123,778
New York	107,014	7,739	11,265
Old Colony	68,059	61,088	76,551
Preferred Risk	3,067	.....	.....
Provident, N. Y.	16,826	4,493	20,289
St. Assur., N. Y.	17,356	19,111	35,072
State of Pa.	105,851	187,539	139,076
Unit. Firemen's	58,039	48,803	87,644
World, F. & M.	157,538	125,293	177,130

\*Incomplete.

### SKIPEL IN NEW POST

S. W. Skipel will be manager of the Cook County and Chicago branch office to be opened at Chicago jointly by the Seaboard Fire & Marine of New York, and the London & Provincial of England. Mr. Skipel has been connected with the Cook County department of

the New Hampshire Fire for a number of years, and has a fine knowledge of business in the territory.

Thomas C. Anderson, office manager of Lincoln Lloyds of Chicago and formerly in the marine department of Rollins Burdick Hunter Company for about six years and also with L. E. Yager & Co., was married last Saturday to Miss Agnes Murray of Chicago. Practically the entire Yager office attended the ceremony. Mr. Anderson has many friends here, made while he was a broker in the office during the war.

Frank G. Cargill of New York, assistant general agent of the western department of the North British & Mercantile fleet, is spending his vacation at his old home in Chicago.

## INSURANCE STOCK QUOTATIONS

By Charles Sincere & Co., 231 So. La Salle Street, Chicago

	Par	Bid	Asked	Div.
Aetna Cas.	100	1980	2030	12
Aetna Fire	100	760	770	20
Aetna Life	100	1360	1370	12
Amer. All.	10	38	42	..
Amer. Equit.	5	48	50	1.50
American, N. J.	5	24	25	1.00
Automobile	100	560	570	8
Baltimore Amer.	5	54	55 1/2	*.60
Bankers & Ship.	25	135	145	16%
Boston	100	930	.....	.....
Brooklyn	5	26 1/2	28	..
Camden	10	33	35	.80
Carolina	10	40	43	1.40
Chicago F. & M.	10	37 1/2	39	..
City of N. Y.	100	740	750	16
Continental Cas.	10	50	52	1.60
Continental	10	90 1/2	92 1/2	2.00
Fidelity & Dep.	50	240	250	*.7
Fidelity Phenix	10	103	105	2
Firemen's Fund	25	105	113	5
Firemen's, N. J.	10	38	40	2.20
Franklin	25	235	240	8
Glens Falls	10	62	65	*1.60
Globe & Rutgers	100	1530	1550	..
Great Amer. Indem.	10	50	58	..
Great Amer.	10	43	45	1.60
Great Lakes	10	11	11	1.00
Halifax	10	32	34	1
Hanover	10	75	77	10%
Harmonia	10	35	37	1.40
Hartford	100	1030	1040	20
Hartford St. B.	100	790	805	*16
Home	100	568	573	20
Homestead	10	30	33	1
Import. & Export.	25	100	106	4
Independ. Indem.	10	24	26	..
Ins. Co. of N. A.	10	72 1/2	74 1/2	*.2
Maryland Cas.	25	130	135	*4.50
Metropolitan Fire	10	11	11	1
National Casualty	10	32	33 1/2	1.20
National, Conn.	100	91	93	*.20
National Liberty	5	29 1/2	31	*.50
National Union	100	285	295	12
New Amster. Cas.	10	50	53	2.80
New Brunswick	10	35	38	1.20
N. W. Natl.	25	140	150	5%
Peoples Nat.	5	34	36	*.50
Phoenix	100	1050	1060	20
President. F. & M.	25	30 1/2	34	..
Providence Wash.	100	955	965	*16
Reliance	10	19	21	1.20
St. Paul F. & M.	25	227	233	4
Southern Sur.	10	35 1/2	37 1/2	1.60
Springfield F. & M.	25	197	..	4
Standard Fed.	10	10	10	..
Stuyvesant	100	455	465	6
Sun Life Assurance	100	3050	3100	25
Travelers	100	1825	1850	*16
U. S. F. & G.	10	62	66	2
U. S. Fire	10	106	111	2.40
Westchester	10	75	77	*.2

\*Ex. Div.

### Legreid Made Chairman

State Fire Marshal Gregory of Louisiana, chairman of the fire marshals' section of the National Fire Protection Association, has designated State Fire Marshal S. L. Legreid of Illinois as section representative on the N. F. P. A. committee on visual education, which deals with fire prevention motion picture films, education by means of booths and exhibits at state fairs, and similar matters. Richard E. Vernor, manager of the fire prevention department of the Western Actuarial Bureau, is chairman of the committee in question.

### FOR SALE

Various Chicago fire maps. All volumes in excellent condition and corrected up to date. Address N-22, care The National Underwriter.

## LITTLE STORIES from the FILES of a GREAT INSURANCE INSTITUTION

THE City of Muskegon had determined to build a breakwater. The contract for its construction had been awarded to a contractor of experience, well qualified to perform the job. However, his quick assets were limited and he faced difficulties in securing the necessary Surety Bond guaranteeing the completion of the contract. Needing bond

immediately, he appealed to a local insurance agent. The Agent represented an eastern company and he realized that the complexities of the situation would involve lengthy correspondence before the bond could be issued. Casting about for a solution of the problem he thought of Continental, conveniently located nearby, and by telephone he ar-



ranged to send his client in to the Home Offices, that the latter might personally explain his situation to our Surety executives.

Upon the arrival of the contractor it was found that although his ready cash was limited he owned \$150,000 worth of machinery, and in addition, he declared that he had a \$50,000 line of credit with his bank to finance the job he had undertaken. His banker verified his statement by telephone and Continental promptly issued the desired Bond, which the contractor took back to Muskegon with him the same evening. The Agent collected a substantial commission and won the good will and business of a valuable client. Recognizing good service, he also took on Continental representation. This case is but one of many examples of the unfailing service the Continental Companies offer to insurance field men. A staff of highly-trained executives and a Home Office organization of nearly 1,000 competent employees stand in constant readiness to render business - building, profit - winning assistance to Continental representatives.



CONTINENTAL CASUALTY COMPANY  
CONTINENTAL ASSURANCE COMPANY  
CHICAGO ILLINOIS



## Trouble Ahead in Aviation Cover Unless Halt Called

### ROOME GIVES REACTIONS

Experienced Air Underwriter Sees  
Chaos Resulting from Inexperience  
and Race for Volume

The chief trouble in the American aviation insurance business today, according to A. B. Roome, vice-president of Barber & Baldwin, Inc., New York aviation underwriters, is the failure of underwriters comparatively new at the business properly to analyze hazards and "in their zeal for business to quote inadequate rates."

"Risks," said Mr. Roome, "are being insured which ought not to be at anything like the rates being charged. This will produce less for the business as a whole and necessarily in the end produce a record which will raise average rates the industry will be forced to pay for insurance and in this way the industry as a whole will suffer because of poor judgment in underwriting the less desirable risks."

#### Need Special Department

"Those companies which feel they can write aviation business without an especially equipped engineering department to classify the various risks and hazards are sure to suffer a rude awakening."

"It has been pretty well demonstrated that lighter-than-air machines can successfully negotiate long distances, weather conditions being their worst enemy. The Graf Zeppelin was covered on its last trip across the Atlantic and we believe it is being covered abroad on its world cruise. We do not know what the attitude of American aviation underwriters is toward this form of coverage but we do not regard such risks as uninsurable."

"The men in charge of the aero branch of the Department of Commerce have always been very high grade and have worked incessantly in the interests of the industry and in their efforts to make the country air-minded," Mr. Roome said, in connection with appointment of Kenneth M. Lane, leading aviation engineer, as head of the aeronautics branch. "They have also cooperated to the fullest extent with the insurance interests. A closer supervision of pilots and the schools turning them out offers the best field for lowering the number of crashes. Their present requirements relating to the construction of aircraft and inspection cover this end of the industry quite thoroughly."

#### Wray Lindly Resigns

Wray A. Lindly, special agent for the Bruce Dodson companies of Kansas City, Mo., has resigned and will shortly announce a new connection.

### Snappy Job on Wheels Is Offering at Detroit

Someone who attends the Detroit convention of the National Association of Insurance Agents is going to drive away a brand new six cylinder Chevrolet sedan which has been offered as a grand prize by the Detroit Association of Insurance Agents. Every agent and guest at the Detroit meeting Sept. 10-13 will be given a coupon which will constitute one chance for the grand prize. The car is four-door with Fisher Body, rich upholstery, four wheel brakes, a wealth of equipment and fittings, and according to the announcement was specially built for the occasion.



## Helen of Troy INTERVIEWED A PROSPECT

**S**OON after Paris was promised the fair Helen by Venus, he sailed for Greece to claim his reward. She was quite willing to grant an interview to this charming young warrior, and apparently the interview was a grand success, for she eloped with Paris, leaving her husband and her native heath with little ado, and no adieu.

**P**ARIS sailed to Greece with a purpose. His visit was not exactly a social call. So with Home Special Agents; theirs are not social calls but business interviews, with one dominant purpose in mind. To disseminate new ideas, to help you with your underwriting problems, to supplement your efforts in selling some particular client or prospect ... to represent the Home and present its services to you.

**The HOME**  
INSURANCE  
COMPANY  
NEW YORK

Wilfred Kurth, President

Cash Capital—\$18,000,000

Priming millions  
of pens for the  
Alliance Agent's  
"dotted line"



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OF PHILADELPHIA

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209 W. Jackson Blvd.

SAN FRANCISCO  
231 Sansome Street

ATLANTA  
8th Floor, Hurt Bldg.

## Many Changes Made in Rules

(CONTINUED FROM PAGE 4)

in the present rule books in Western Union territory.

### New \$3 Minimum Charge

In the section devoted to tornado, cyclone and windstorm insurance, a new rule permits cover to be written under a combined fire and tornado policy instead of requiring \$2 charge on the metal smokestack, yard sprinkler tank or awning, and also permits cover under a blanket form if written with 80 percent coinsurance or higher.

The charge for alterations and repairs is entirely eliminated and the mechanics' permit charge is waived. Builders risks may be canceled pro rata under a new rule, provided permanent insurance is written in lieu thereof in the same company on the same property and for not less than the same amount. This rule used to be on a short rate basis providing the insurance was written in the same company for the same amount.

There is an increased number of permissible exclusions under the coinsurance clause, the new ones being railroad tracks, underground flues, pipes and drains, all metals and ingots, pigs, billets or scraps, gravel, clay and sand, ores, property when stored in open yards except when it has been included under an average rate or credit in rate, and water wheels.

### Waive Previous Charge

The consequential loss and damage charge has been waived in the new rule books, whereas it used to be 25 percent or 50 percent of the 90 percent coinsurance fire rate, according to whether the refrigerator were a one-source or two-source supply.

A change is seen also in the dwelling occupancy clause affecting permission to keep or use articles incidental to occupancy but prohibited under printed conditions of the policy. This new rule eliminates the necessity of obtaining special permit to keep gas, coal oil, gasoline stoves and other inflammable materials common to occupancy, with the only stipulation that the quantities must be only such "as the exigencies of occupancy require."

When artificial or natural gas explosion hazard is to be assumed it may be done in the same policy covering direct loss by fire, provided this policy does not contain an inherent explosion clause. An additional annual premium charge of 4 cents per \$100 is required to assume this hazard.

### Credits Are the Same

The same credit for coinsurance clause applies to artificial or natural gas explosion charge as applies to the subject of insurance covered under the policy. If both building and contents are covered an average for the credit of the two must be used.

Reference to the 20 percent increase in rates for the general cover contract insuring against fire, lightning or tornado hazard throughout the United States, has been cut out in this section. There are several changes in this section, an entirely new rule being that liability at each location must be assumed at the published rate independent of all other policies and locations, each transaction being separate and independent and in accordance with rules and regulations.

### Completely Revise Clause

The inherent explosion clause has been revised to include hot water boilers, water heaters, etc., which formerly were excluded from the exceptions involving explosion, collapse or rupture resulting in loss for which the companies would not be liable.

There has been an increase in the minimum premium to be retained from 30 percent to 50 percent under the section devoted to maximum and minimum charges. The minimum premium shall not be less than \$3, which does not

apply to automobile insurance. An exception is made where a separate tornado policy is written with a fire policy on the same risk in one transaction or where a combined fire and tornado policy is written, in which cases the combined premium shall not be less than \$3. This \$3 minimum is an increase from the former \$2 requirement.

Under the section devoted to profit and/or commission insurance the word "net" has been eliminated in reference to profit because it was found difficult to determine exactly what constituted "net profit."

This reference also was cut out of the accompanying form. Six new exclusions have been listed under coinsurance credits, in windstorm policies, including piling for buildings or for wharf property below low water mark, costs of excavations and architects' fees, railroad tracks, underground flues, etc., as itemized previously in the coinsurance section.

### Many Changes in U. & O.

Changes in the sections devoted to specific and blanket forms are the same on tornado cover as for fire. No changes appear in the first nine pages of the section devoted to use and occupancy. Contribution forms have been divided into two items instead of the one form under which previously the full amount of payroll including profits had to be covered.

The new rule includes three items, the assured being permitted thus to carry a certain amount on net profit under item 1 and under item 2 to cover payroll not in excess of 90 days, with the requirement that it must be 100 percent covered. Two sets of rates have been promulgated, whereas under the old form 100 percent of the payroll was required to be carried for a full year, which was a greater percentage to value.

### Cover Stock in Process

The new rules permit stock in process to be covered under a building policy, whereas under the old rule it could not be. However, no raw stock is to be covered unless specifically assumed. The same thing applies to mercantile 30-day stock cover, there being no extra charge for assuming this hazard.

The changes in the new and old rules and forms were resorted to to meet the competition of reciprocals and mutuals which write a 75 percent coinsurance form based on gross profits. It is said under the new rules the insured is required to carry only 70 percent of his net profits as compared with 75 percent required by reciprocals, and it is believed this will greatly stimulate business. The per weekly and per monthly U. & O. forms have been eliminated, as it was felt that the broad cover of the contribution form would eliminate the demand for other forms.

### Liberalized Practice

The per diem form requires that 100 percent be carried for 12 months, whereas under the contribution form the insured can carry practically any percentage he wants, the minimum time requirement being 90 days.

Now it is permissible to insure under items 1 or 2, or both. There are many other minor changes in the rules too numerous to mention other than by their headings which are:

Builders' or carpenters' risks, builders' risks—reporting form, contingent liability from operation of building laws, rent insurance, pro rata distribution clause and blanket forms, storage and limited liability, specific and blanket forms, and so forth.

### Have Entered Colorado

Jackson Cochrane, commissioner of Colorado, has licensed the following companies: Equitable Casualty & Surety of New York; the American Home Fire of New York; the Lion Fire of New York; the Excess of Newark, N. J., and the American Constitution Fire of New York.



## Fights to Last Ditch on Refund

(CONTINUED FROM PAGE 3)

Nov. 15, 1922. He informed the bureau heads that unless such action is taken voluntarily he would "take such action as the law provides to compel such refund." This letter was in answer to the communication from the bureau announcing that the companies would put the lower rates into effect at once and make refunds from and after Feb. 1, 1928.

The refunds from Feb. 1, 1928, amount to about \$4,000,000 while upwards of \$11,000,000 is involved in the period prior to that date.

### Home Sends Letter

The receipt which the subscribers actuarial committee is endeavoring to get Missouri policyholders to sign is for "the full amount due me on account of 10 percent reduction in rate upon fire, lightning, hail and windstorm insurance ordered by the state insurance department of the state of Missouri, Oct. 9, 1922, and designated to apply as of Feb. 1, 1928."

A letter was sent to the Missouri department by the Home of New York advising the department that it will not require its agents to return any part of their commissions on policies written, and that the company will assume all of the refunds paid on its business since Feb. 1, 1928. The Subscribers Actuarial Committee had suggested that agents make refunds of 10 percent on commissions paid them since Feb. 1, 1928. There are approximately 12,000 agents of the various companies in the state. The Home was one of the companies that signed the original stipulation in 1922.

### Provide for Fee

An entirely new angle to the Missouri rate case dispute and the question of refunding 10 percent of premiums to policyholders from Feb. 1, 1928, developed when the executive committee of the Fire Underwriters Association of St. Louis unanimously passed a resolution recommending that insurance agents refuse to return any of their commission on business prior to Aug. 1, 1929, and also that they demand a special fee of 35 cents for each endorsement to help compensate them for the labor and expense that will be involved in obtaining receipts from clients to whom the 10 percent refund is paid.

The Subscribers Actuarial Committee has recommended that the companies compel agents to refund commissions since Feb. 1, 1929. However, it is very probable companies generally will ignore that as the Home of New York has already announced that it will not demand refunds from its agents.

It is expected that all of the agents in Missouri will follow the lead taken by the St. Louis organization, and not only will the companies be compelled to bear the brunt of refunding the excess premiums collected since Feb. 1, 1928, but all compensate the agents for the extra work thrown upon them by the refund process.

### ACTION AT KANSAS CITY

KANSAS CITY, MO., Aug. 21.—The Insurance Agents' Association of Kansas City passed a resolution to the effect that the payment of any or all return commissions by the agent would be inequitable, and that no member of the association is to pay any return commission on account of the refund.

Some companies consider business since Feb. 1, 1929, "current," and that agents should make a pro rata return of commissions since that date. It is the general feeling of agents here that, the local agents, though they offered their services to the companies at the beginning of litigation, were not a part of the litigation, and that therefore the responsibility for the present situation rests entirely upon the companies.

The agents' association here feels that the commission agents earned is as

## White in New Post



A. BLAKESLEE WHITE, JR.

A. Blakeslee White, Jr., who has been appointed manager of the Los Angeles Fire Insurance Exchange, is well known to the insurance fraternity having conducted a local agency at Parkersburg, W. Va., for the last 15 years, disposing of his interest there to reside in California.

much a part of the overhead as salaries. If they pay the refund on commissions, why not take 10 percent of their employees' salary.

Some companies have already notified agents that they are going to waive all return commissions. Agents have been informed that the following companies are doing this: the Home of New York group, the Commercial Union group, the Corroon & Reynolds group, the New Hampshire.

Though the state insurance association has taken no definite action as yet, it is felt that its sentiment is in harmony with that of the Kansas City organization.

However, most of the large agencies here do not consider the question of commission refund as great a problem as that of the distribution of refunds to customers. This problem, with the large expense which it will inevitably entail, presents considerable difficulty.

### World Aviator Forms Agency

LANSING, MICH., Aug. 21.—The Aviation & Mercantile Agency of Detroit has been incorporated by F. R. V. Hauser, Edward F. Schlee and Andrew G. Schlee. The Schlees are prominent figures in aviation, Edward F. Schlee having been the passenger and backer in the history-making round-the-world flight with Pilot Brock. Capitalization of the new agency is \$10,000. It is presumed it will specialize in aircraft cover of all types.

### Kansas City Firm Air-Minded

KANSAS CITY, MO., Aug. 21.—R. B. Jones & Sons is becoming air-minded rapidly. Morton T. Jones, president of the Kansas City Fire & Marine, recently took an air trip to Chicago with Clem E. Wheeler, assistant manager of the Hartford Fire Insurance Company. About a month ago Cliff C. Jones left Kansas City aboard a Western Air Express plane for Los Angeles. His aerial journey terminated at Albuquerque, where he succumbed to air sickness and went on by train.

The Standard Surety & Casualty of New York has now been licensed in South Dakota.

## VIEWED FROM NEW YORK

By GEORGE A. WATSON

### WILL HAVE INSURANCE DAYS

The Bankers Industrial Exposition will give a series of shows and demonstrations at 111 42nd street in New York starting Sept. 9. Sept. 17 is designated as life insurance day, Sept. 18 as fire and marine insurance day, Sept. 19 insurance brokers' and adjusters' pay and Sept. 20 as foreign credit insurance day.

### HUGE INCREASE IN ASSETS

Nineteen carriers show increases in assets totaling more than \$63,000,000 in their semi-annual statements tabulated by J. K. Rice, Jr., & Co. of New York. The statements for the first half of this year show assets on June 30 and calculate the increase as of Dec. 31 last. The figures are:

	Assets June 30	Increase 6 Months
Aetna C. & S. ....	\$ 39,446,733	\$ 3,452,306
Aetna .....	63,749,917	4,084,014
Aetna Life .....	396,846,956	15,230,623
American Surety ..	24,489,495	1,202,179
Carolina .....	2,408,798	110,389
City of New York ..	7,623,308	395,713
Continental .....	97,379,524	5,724,044
Fidelity-Phoenix ..	78,946,542	6,081,511
Fidelity & Cas. ....	40,334,604	675,952
Fireman's Fund ..	39,846,865	5,442,848
Franklin Fire ....	21,972,781	19,026,347
Hanover Fire .....	21,558,330	2,499,320
Harmonia Fire .....	4,405,755	374,741
Hartford St. Boiler ..	22,016,829	886,538
Home .....	105,011,638	2,214,346
Homestead .....	1,737,458	202,062
Maryland Casualty ..	48,177,246	1,072,576
Providence Wash. ....	25,422,604	2,936,287
St. Paul F. & M. ....	33,072,544	1,454,947

\*\$5,000,000 contributed through capital increase. \$18,000,000 contributed through capital increase.

### HOLDING COMPANY FORMED

Firesurancshares Corporation of New York City, holding company, which according to the terms of its certificate of incorporation has all of the powers of an investment trust, has been chartered with stated capital of 1,000 shares non par value stock. Richard A. Corroon, James A. Blainey, Frederick S. Robinson, James Lee Kauffman and Trenholm H. Marshall of New York City, are the incorporators.

### DOESCHER HAS RESIGNED

Charles H. Doescher, for the past six years field secretary of the National Association of Insurance Agents, has resigned. He proposes taking a month's vacation, following which he will announce a new connection.

Mr. Doescher has been aggressive in developing the work of the National association, traveling almost constantly, in the course of which he covered 26 states, embracing all upon the Atlantic seaboard and those located east of the Mississippi. One of the most successful of his campaigns was that carried on in Kansas in 1927, when with the aid of the "Four Horsemen", Frank T. Priest, Charles G. Blakely, Jr., Charles K. Foot and George T. Fisher, so many additional members of the association were enrolled, that the state was awarded the membership trophy for the largest percentage gain. A hard worker and a thoroughly companionable man, Mr. Doescher has a strong following among agents.

### WILL START IN OCTOBER

The Underwriters Trust Company, a banking institution forming in New York, of which Horatio N. Kelsey is to be president, plans starting operations early in October. It will have a capital of \$1,000,000 and a like surplus.

### BRAISLIN IN POST SOON

John C. Braislin, whose appointment as secretary of the marine department of the Travelers Fire of Hartford was announced last week, will assume the connection Sept. 1. He will have supervision of the company's inland marine business, which has greatly developed. Under his direction will come the under-

writing of such lines as tourist baggage, parcel post, furs and storage, registered mail and goods in transit, with all of which he has had long experience.

\* \* \*

### QUITS LIBRARY BUREAU

Lewis E. Lancaster, widely known to the insurance fraternity throughout the United States and Canada, has retired from the management of the library bureau division of Remington-Rand. He was one of the senior members of the library bureau and served insurance interests professionally for over 20 years. He plans to remain in New York City and will announce a new connection within a short time.

\* \* \*

### READY TO OFFER SHARES

Unsubscribed shares of the Italian-American Fire & Marine, recently incorporated in New York, soon will be offered for public purchase, with \$1,000,000 capital and surplus and reserves of \$2,015,000. Underwriting management will be in the hands of R. H. McKelvey & Co., of which George P. Davis is vice-president. Mr. Davis was formerly with the North British & Mercantile, serving as New England general agent, when he retired in 1926. Mr. McKelvey has likewise had years of experience in the fire field.

\* \* \*

### EXPECT LICENSE SOON

Having completed organization of the Fulton Fire, and secured its examination by the New York department, the management of the company expects to receive a license within a few days. The corporation, which has \$500,000 capital and \$1,000,000 surplus, is owned by the Hanover Fire and will be run in conjunction with it. Officers are: President, Charles W. Hixley; vice-president, Montgomery Clark; secretaries A. E. Gilbert and F. Elmer Ammons; assistant secretaries, George A. Jackson and Edward L. Coffill.

\* \* \*

### LOSSES SHOW INCREASE

From figures prepared by the loss committee of the New York Board, fire losses of the city handled by it, which it is estimated reach 60 percent of all losses, during July totaled \$1,406,370, as against \$551,890 for the same period last year. This unfavorable record increases by 6.87 percent the losses for the first seven months of the year, compared with those for the same period in 1928.

\* \* \*

### ANALYSIS IS VALUABLE

An analysis of the one-story "taxpayer" made by J. W. Tallamy, chief inspector of the New York City department of the Continental and affiliated companies, is of interest to real estate men and contractors as well as underwriters in that it tells how buildings of this type should be constructed in order to reduce fire hazard to a minimum and secure low rate for indemnity.

\* \* \*

### CLARK RETURNS TO WORK

Montgomery Clark, vice-president of the Hanover Fire, is again at his desk in New York City after a month's vacation at his old home in Wisconsin.

### Death of A. E. Reynolds

Albert E. Reynolds, 71 years old, president of the National Grain Dealers Fire and for many years one of the leading business men of Indiana, died at his home in Crawfordsville following an illness of a week, from acute indigestion. He was identified prominently with a number of national organizations and during the world war he was selected to serve as a member of the United States Grain Corporation.



### COVERAGES EFFECTED

FIRE,  
AUTOMOBILE,  
TORNADO,  
RENTS,  
LEASEHOLD,  
EXPLOSION,  
RIOT and CIVIL  
COMMOTION,  
PROFITS AND  
COMMISSION,  
USE & OCCUPANCY

### AUTOMOBILE COVERAGE

Records of past years tell of devastating winds and swooping disaster in Equinoxial September.

Patriotic agents make August their banner month for selling Windstorm Policies. They are waking their clients to the advantages of Complete Patriotic Service.

*"Back of the Patriotic is the Sun"*

# PATRIOTIC INSURANCE COMPANY of AMERICA

HEAD OFFICE  
55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, President

WESTERN DEPARTMENT  
WRIGLEY BLDG., CHICAGO  
JOHN P. STAFFORD, Manager

PACIFIC DEPARTMENT  
SAN FRANCISCO  
C. A. HENRY, General Agent

## Auer Comments on State of Aircraft Insurance

Stuart Auer of Milwaukee, well known specialist on aviation insurance from the agency standpoint, who has given the subject considerable study, comments on an article in The National Underwriter of July 25 headed "Trouble Ahead in the Aviation Line." In this story the company official quoted decried the general conditions in aviation insurance, saying that the present tendency toward rate reduction is entirely wrong. Mr. Auer in commenting on the article said:

"Unfortunately for the aviation insurance business, 'Acute Competition' has not arisen, although rate cutting is quite the order of the day. This is to be expected because all aircraft rates are entirely out of line—that is, too high to be salable by the broker. The broker in his intensive development of the aviation business in his territory is required to suggest to the underwriters rate reduction or no sale results. Approximately 25 percent of the insurable equipment of the United States is now fully covered. The other 75 percent no doubt could be induced to take insurance, providing rates were reasonable and to some degree standardized—which is quite possible.

### Great Changes Are Seen

"It must be admitted by even those closest to the development in aviation that it is a physical and mental impossibility to keep up with the tremendous changes and progress being made in the aviation industry. It is absolutely futile to consider that one man or any group of men in the same organization can have a definite knowledge from an insurance standpoint, of the relative values and safety of all types of aircraft and a comparative knowledge of the qualifications of the pilots who fly them. The advent of new pilots into the industry is so rapid that if an inspection force of a dozen capable men were organized, they themselves could not properly handle the situation and report to their underwriters the true status of the temperament, ability, knowledge, and character of each particular pilot, so that fractional graduations in rate making could be applied.

### Minimum Requirements

"However, there is a basis of rate standardization which can be safely applied at the present time. In addition to certain general characteristics of each aircraft that are the same, permitting an underwriter who actually flies that equipment himself, to make a decision for rating purposes when another ship in the same general class is involved, there are certain definite minimum requirements for the licensing of pilots which can be used as a basis. In other words, a pilot with one thousand hours of experience on a great many types of aircraft, excluding the class of ships weighing over 5,000 pounds gross, would enjoy a rate comparable to every other pilot with the same qualifications. The requirements at present for a transport type of license are so rigid that an underwriter can be assured that on all risks, with that type of pilot flying ships of a given class (for example: all single motor ships of less than 5,000 pounds gross weight) should take but one rate. There is no reason for quoting rates with a differential of as high as 40 percent in some cases, when there are established as a guide such definite limits as are presently established in the industry.

### To Promulgate New Ruling

"Effective Sept. 1 the aeronautics branch of the Department of Commerce will put through a ruling requiring pilots to fly only ships on which they have had adequate instruction. Present regulations permit pilots to fly any type of ship of any size or manufacture. Holders of pilots' licenses will find it necessary to obtain the new licenses upon application for relicensing after the above date. Examinations will be

required of pilots who wish to obtain licenses for type of planes other than those on which they have demonstrated their ability.

### Accidents Caused by Stunts

"The writer of THE NATIONAL UNDERWRITER article mentioned attempts to justify his contention 'that this is the worst time to cut rates, because planes are being built faster than pilots can be turned out by schools, and there is a strong possibility that the number and severity of accidents will not be proportionately less in the future, but in all probability will be greater.' Statistics tend to prove that the majority of accidents to aircraft and injuries and deaths to pilots and passengers are occasioned by so-called 'pilot's error.' In many cases, the pilots killed or injured are old-time pilots with considerable time and experience in the air. However, more than 70 percent of the accidents under the aforementioned classification have been occasioned by undue 'stunting' at or near the ground, or an attempt to fly through extremely bad or hazardous weather conditions, or otherwise, which after all is in the nature of a 'stunt.' However, the old-time pilots who have stuck with the game no longer are 'stunting' as a means of increasing their popularity. The new pilots coming into the business are too intensively interested in the commercial possibilities to destroy the value of that by a foolhardy demonstration of flying.

### Good Schools Are Open

"It is true that some years ago, just after the World War, a student was considerably at sea as to the proper schools to turn to, to learn to fly. Today, however, there are at least a half dozen schools approved by the Department of Commerce (and more will be approved as soon as the department has time to properly inspect them) which give the highest type of training with very rigid discipline. The pilot graduates from those schools should be and are acceptable for insurance while flying in the various classes to which their license permits.

"The whole method of underwriting business through commission agencies is wrong," says the author mentioned. The aviation insurance business has been too long 'a thing apart.' We, who are interested in the business, cannot help but compare aviation underwriting as it now is to the efforts of the marine underwriters when the American markets were first opened to the 'shipper' and 'skipper.' In the main, most all of these offices were doing business purely on a commission basis.

### Must Know the Business

"As was true with the marine business, the proper underwriting of aircraft insurance must of necessity be done by students of aviation—men who have spent many years not only studying but actually using aviation, together with a very broad knowledge of insurance. Where is it possible to obtain such a man for a salary commensurate with the overhead of insurance companies presently engaged in accepting this business? What change comes over an underwriter on a commission basis that doesn't take place if paid a salary, assuming he has a knowledge of his business? None other than to make him a keener analyst of risks submitted.

"It is indeed regrettable that anyone  
(CONTINUED ON NEXT PAGE)



## Fire Insurance Loss Ratios by States for the Last Ten Years

The fire insurance loss ratios by states for the last 10 years have been compiled by the "Southern Underwriter" from the "Argus Comparative Chart." The loss ratio of 45 percent in 1928 was the smallest since 1920 when the figure was the same. In commenting upon these fig-

ures the compilers said that the insurance department officials have stated that a loss ratio of 55 percent yields no profit to fire insurance companies. Total premiums and losses for the last 10 years and the loss ratios for each state are given below:

	Ratio of Losses Incurred to Net Premiums										Total for Ten Years (1919-1928)		
	1919	1920	1921	1922	1923	1924	1925	1926	1927	1928	Net Fire Premiums	Net Losses Incurred	Ratio Pct.
Alabama	34	45	70	58	51	64	64	45	53	42	73,747,339	\$1,559,561	53.36
Arkansas	44	54	89	60	62	80	73	76	57	58	62,733,638	41,067,176	65.47
Arizona	32	55	78	45	44	45	39	38	28	52	19,103,637	9,051,793	47.38
California	34	38	48	36	50	50	39	52	40	36	365,353,979	156,999,755	42.97
Colorado	32	38	45	51	34	45	39	35	30	31	45,944,408	17,441,048	37.96
Connecticut	24	32	55	40	39	48	45	52	37	32	102,276,244	41,689,000	40.76
Delaware	34	149	96	56	23	59	41	28	46	29	9,172,105	5,003,590	54.55
Dist. of Colo.	37	30	40	55	39	34	37	41	21	19	19,816,611	6,832,398	34.49
Florida	22	29	42	50	34	37	32	45	49	43	90,432,150	36,056,915	39.76
Georgia	47	48	109	65	53	54	64	53	45	44	107,765,919	82,356,203	57.86
Idaho	36	50	58	51	71	51	40	39	32	51	22,172,787	11,160,985	48.17
Illinois	44	47	51	57	52	55	57	55	50	46	408,456,306	210,121,959	51.50
Indiana	39	51	49	51	49	61	60	54	46	50	134,349,561	69,000,817	51.37
Iowa	50	43	62	67	49	54	60	52	50	44	97,838,733	52,049,642	53.22
Kansas	36	38	50	53	47	55	47	47	49	44	79,052,115	36,639,401	46.35
Kentucky	35	42	79	63	59	82	73	58	48	48	93,162,643	54,573,188	58.58
Louisiana	27	45	65	62	47	74	72	69	56	59	79,936,206	46,340,046	57.97
Maine	37	40	45	59	53	63	57	40	49	43	54,228,749	26,472,920	48.81
Maryland	44	53	41	72	44	44	46	51	40	45	78,532,619	37,760,654	48.08
Massachusetts	40	52	76	57	88	53	51	66	59	57	259,887,722	139,850,798	53.43
Michigan	57	52	52	49	52	64	64	58	58	47	187,881,099	105,404,590	56.09
Minnesota	35	46	64	55	68	68	57	50	48	49	118,312,719	64,408,193	54.48
Mississippi	30	46	36	43	55	59	85	77	63	49	51,895,649	31,576,937	60.85
Missouri	39	47	67	71	56	62	65	54	51	55	169,002,552	96,407,861	57.04
Montana	66	48	66	61	46	54	50	39	41	62	32,960,102	17,580,207	53.03
Nebraska	40	48	57	64	70	60	48	48	41	47	54,353,679	28,545,621	52.52
Nevada	53	30	43	58	36	46	30	59	61	33	6,531,732	2,949,278	45.16
New Hamp.	52	74	57	88	53	51	41	44	47	42	29,125,322	15,985,828	54.91
New Jersey	41	41	56	49	47	50	47	45	40	41	244,576,820	111,464,164	45.53
New Mexico	24	36	63	68	57	50	44	26	40	42	11,752,546	5,502,896	46.82
New York	39	46	59	63	52	55	54	52	44	41	790,571,076	397,789,841	50.34
N. Carolina	34	40	72	61	52	53	56	51	48	44	89,256,669	46,166,278	51.72
N. Dakota	44	51	95	67	61	56	45	44	41	40	32,224,555	17,299,883	53.69
Ohio	38	47	45	47	45	49	53	46	47	49	261,705,611	124,251,696	47.48
Oklahoma	35	45	71	60	50	58	63	48	54	40	94,078,185	49,409,257	52.52
Oregon	35	34	56	123	61	57	44	58	41	54	59,797,732	32,468,774	54.37
Pennsylvania	41	44	46	45	45	41	46	45	35	41	456,244,977	195,320,023	42.83
Rhode Island	36	40	53	66	70	62	50	56	47	57	27,051,962	20,127,788	54.32
South Carolina	38	41	90	67	49	53	68	63	61	52	54,055,568	31,271,465	57.78
South Dakota	49	42	97	60	52	54	40	67	39	45	28,852,308	14,796,556	51.28
Tennessee	38	42	67	73	59	65	74	65	56	62	95,306,462	57,519,627	60.34
Texas	29	57	72	66	53	63	65	54	51	52	230,233,304	130,032,333	56.52
Utah	53	40	73	58	59	45	59	56	54	49	16,122,153	8,532,791	54.78
Vermont	39	37	29	69	39	81	51	41	38	42	12,564,953	5,985,759	46.85
Virginia	50	41	58	66	38	53	66	48	37	43	98,894,262	49,409,736	49.95
Washington	36	39	46	53	41	59	53	52	50	41	92,656,065	45,041,442	48.61
West Virginia	38	48	52	62	46	81	67	60	55	47	65,889,324	37,584,347	57.04
Wisconsin	33	51	63	62	64	68	59	50	42	44	122,569,690	65,813,511	53.72
Wyoming	38	33	50	41	54	42	38	27	43	24	12,327,040	4,837,406	39.32
Total	39	45	59	57	51	57	55	52	47	45	\$5,761,950,568	\$2,915,719,969	50.60

### Incorporated Agencies Are on the Increase

ALBANY, N. Y., Aug. 21.—During the last few years there has been a notable increase in number of local agencies that have incorporated in this state. There are from 25 to 40 corporation notices filed with the secretary of state every month involving insurance offices. Some local agencies see great advantage in having their business incorporated. While the state insurance department licenses an officer of a corporation to act as agent or broker, his liability is limited to the assets of the corporation. There can be no personal liability of the agent then beyond the capital of his corporation. Furthermore, in case a member of an agency dies or retires from business there is a continuance of the agency and his interest is well defined. The partnership contingencies are removed in the corporation.

### AUER COMMENTS ON ALLCRAFT INSURANCE (CONT'D FROM PRECEDING PAGE)

really interested in aviation insurance should give voice to such pessimistic statements as the ones referred to in the article mentioned. It might be well for the writer to identify himself and have an open discussion on this subject. Certainly it is of the utmost importance to everyone interested in aviation insurance. A newspaper debate on the subject might tend to clarify matters which perhaps are misunderstood by all of us. We believe THE NATIONAL UNDERWRITER will do considerable to foster the proper and correct underwriting of aviation insurance, if it will permit such a debate in its columns.

### Executive Meeting of General Agents Body

A meeting of the executive committee of the Association of Fire Insurance General Agents will be held at White Sulphur Springs, W. Va., Oct. 3. This is during the week of the big casualty convention at White Sulphur at which a number of the general agents will be present. Louis E. English of Richmond, Va., is chairman of the executive committee.

At the recent annual convention a suggestion was made that the name of the organization be changed by the addition of the word "National" or "American" or some other distinctive name that would give it a wider scope in its nomenclature.

### George Arens Joins List of Immortals

George A. Arens of Chicago, state agent of the North America, has joined the galaxy of immortals, in that he has qualified as a member of the "Hole-in-One Club." While playing golf at the Pan Yak golf club, Eagle Lake, Wis., with three friends on Aug. 3, he executed a hole in one from the fifth tee. While this particular hole is only 89 yards, it is approached over a water hole. Mr. Arens used a pitch club in executing this feat, which he performed in true Bobby Jones style.

### PROTECTION—SERVICE—FRIENDLINESS

An agency contract is a legal document—cold,

### PROTECTION—SERVICE—FRIENDLINESS

unemotional, terse in its language. The ATLAS

### PROTECTION—SERVICE—FRIENDLINESS

agency contract, too, is like that—but if you

### PROTECTION—SERVICE—FRIENDLINESS

look closely, you will see that there is more

### PROTECTION—SERVICE—FRIENDLINESS

written there—that you can also read between

### PROTECTION—SERVICE—FRIENDLINESS

the lines! There you will find a willingness, a

### PROTECTION—SERVICE—FRIENDLINESS

desire to protect your clients and to serve them

### PROTECTION—SERVICE—FRIENDLINESS

well. There you find promises of service

### PROTECTION—SERVICE—FRIENDLINESS

you know will be fulfilled. There you will find

### PROTECTION—SERVICE—FRIENDLINESS

a personal interest in seeing that your ability

### PROTECTION—SERVICE—FRIENDLINESS

and effort is fully recognized and rewarded.

### PROTECTION—SERVICE—FRIENDLINESS

THERE YOU WILL FIND A COMPANY WITH A SOUL.

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**Atlas**  
Casualty Company  
EXECUTIVE OFFICES  
Fort Wayne, Indiana

### PROTECTION—SERVICE—FRIENDLINESS

Specialists in Automobile Insurance  
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## THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

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## How's This, Henry Ford?

Two important conclusions can be drawn from the significant chart prepared by the NATIONAL OF HARTFORD comparing the cost of fire insurance in 1928 with other factors affecting the cost of living in this country since 1913. One is that the average rate on fire insurance has decreased 17 percent, while burnable values have increased 203 percent, and the second is that if this great increase in values had not taken place the struggle for existence among fire insurance men would be many times fiercer. At present it requires more insurance to cover a given risk than previously, thus making up in some respects for the drop in average rate.

Fire insurance has demonstrated a thorough knowledge of modern business methods by decreasing the cost during the 16-year period from an average annual rate of \$1.04 to 86 cents, thus demonstrating again the theory that HENRY FORD has put into such practical operation that quantity production per-

mits of lower price and better product. This is particularly true in the fire insurance business, for during the period under consideration there has been a tremendous growth in service to agents and insureds. The companies have performed a great number of necessary but expensive services to the public in fighting fire waste, developing and operating a bureau of standards for building construction, testing materials and devices and in the other elaborate engineering services that are given.

Strangely, development of this costly machinery has permitted the companies to operate on a lower average rate, and that in face of the fact that fire losses in dollars increased 134 percent. Fire insurance may well be proud of this accomplishment, when it is considered that the cost of living has increased 76 percent since 1913, building costs 100 percent, wages 101 percent in industry and 28 percent in building trades, and taxes on fire insurance 24 percent.

## It Only Goes to Show

FROM a number of different sources it is learned that the NEW YORK local agents are not familiar with the new automobile liability law passed by their state legislature which becomes effective Sept. 1. The insurance department and the companies are making a special effort to familiarize the agents with details of the measure so that they will not misrepresent its requirements to the public in selling adequate coverage.

THE NATIONAL UNDERWRITER, as well as other insurance publications, has carried a number of stories explaining the details of the NEW YORK law and the com-

pulsory financial responsibility laws of all other states. If the agents had only given more consideration to these articles there would be no need for the last minute effort to explain the provisions of the new law.

Furthermore, it only goes to show that it is a great benefit to the companies to have their agents read the insurance journals so the agents can explain such measures as the NEW YORK law without making misrepresentations that might produce an unfavorable public feeling toward insurance interests which have not yet gained complete public confidence.

## Need for Well Qualified Agents

A WRITER said the other day that some agents beg, some are peddlers and a few sell. More and more the public is demanding qualified people to market insurance. We have been accustomed in the past to having Tom, Dick and Harry solicit insurance. It seems to have been a favorite field for those who have failed in other lines or those who take up temporary work in order to make a living until they can find something more to their liking.

As the years have passed, however, the

business has grown and become more formidable. It has required a far higher type of people to interpret the contracts and analyze the needs of premium payers. The real salesmen, therefore, are coming to the front. There will always be beggars and peddlers but the man who is paying a premium will soon find out that he may court danger in dealing with those who do not understand how to apply insurance to meet his demands and who may make serious mistakes.

## PERSONAL SIDE OF BUSINESS

Sam P. Cochran and F. D. Cochran, of Trezevant & Cochran of Dallas, Tex., have returned from a European trip which included visits to Paris, London and Belgium. On their return they were honored by a reception and dinner given by the St. Mark Conclave, Order of the Red Cross of Constantine.

R. E. Vernor, manager of the fire prevention department of the western Actuarial Bureau, started his annual hegira away from the haunts of asthma and hay fever last week. He will spend the remainder of the summer and fall at his summer home in Bay View, Mich., with Mrs. Vernor.

Samuel A. Lockwood of Freehold, N. J., one of the best known agents in the northern part of the state, died last week at the age of 74. He had spent 45 years as an insurance agent, having retired May 1 of this year. Funeral services were held last Thursday.

William J. Donnelly, senior partner of the Maury, Donnelly, Williams & Parr local agency of Baltimore, died last week at the age of 71. He entered the office of J. S. Maury & Co., Baltimore fire agency, when he was 17, and in 1883 became a partner. Ten years later Mr. Maury died and Mr. Donnelly became sole owner, continuing the firm name of Maury & Donnelly. Another change was the addition of the late Charles E. Anderson as partner, and in 1904, following the great fire, the agency absorbed Williams & Thompson. After this still another agency, Parr & Parr, was absorbed. Mr. Donnelly became a director of the Maryland Casualty when it was organized in 1898.

Lon D. Hanes of Bowling Green, Ky., representative of the National Liberty, has been presented with a gold medal by the company for faithful service. He has been with the company for over 27 years.

O. M. Stafford of Cleveland, veteran local agent for 40 years in the business, died last week at the age of 77. He was the senior in the Brooks & Stafford Co. agency. He was chairman of the board of the Cleveland Worsted Mills and a director of the Union Trust Company. He started his agency as the O. M. Stafford Company and then owing to a merger it became the O. M. Stafford, Goss & Co., one of the largest agencies in Cleveland. Later the agency was known as the O. M. Stafford-Goss-Bedell Company and later a merger with the Brooks Company resulted in the agency changing its name to Brooks & Stafford Co.

The funeral service took place in the chapel of Lakeview cemetery. There were a number of local agents and field men present. J. R. Wilbur, western manager of the America Fore companies, R. L. Tanner, secretary of the New York Underwriters, and George B. Sedgwick, assistant western manager of the Great American were present.

C. S. Whittelsey, manager of the Western Adjustment in Fargo, was elected to one of the lieutenant governorships of the Minnesota-Dakotas district of the Kiwanis at its annual district convention in Huron, S. D.

Berry H. Ellison, prominent local insurance agent and a former member of the city council of Augusta, has been appointed judge of the city recorder's court.

Alexander H. Sibley, prominent Detroit agent and who also was a familiar figure in New York and Hartford through his long connection with the Hartford Fire, United States Merchants & Shippers and Hartford Accident, died

in Bremen, Germany, August 4. His body is being returned to this country on the steamer "Bremen," which was to have arrived in New York this week. Funeral services will be held in Christ Episcopal church, Detroit, at 2:30 o'clock Thursday afternoon.

If the Michigan department gets into controversies with other state departments in the future, the Lansing officials would like to see any such disputes settled on the golf course. The department nurtures a belief that no other state regulatory bureau can put into the field as talented a performer as B. L. Hewett, Jr., chief of the rating division. Mr. Hewett last week captured the Lansing title after disposing of some formidable competition, winning the final match eight up and shooting a brilliant 71 on the difficult Groesbeck municipal course which has a par of 73. Mr. Hewett is considered one of the best "southpaw" golfers in the country and he has several times won his way to the finals in the state tournament. He is the son of B. L. Hewett, co-manager of Rawlings & Hewett of the western department of the Boston and Old Colony.

Andrew E. Reynolds, one of the organizers of the Grain Dealers National Mutual Fire in 1902 and its president for many years, died last week in his home in Crawfordsville. He was regarded nationally as a leading grain specialist.

William W. Leigh of L. B. Leigh & Co., Little Rock, Ark., has been in the north for some time, recuperating from an illness that has bothered him for two or three years. He has not been incapacitated, but decided to devote the summer to getting well. He spent some time in northern Wisconsin, and is now rounding into shape. He will return to Little Rock by way of Lexington, Ky., where he has relatives.

Ernest Dewey, general manager of the Prudential Assurance of London, is visiting in Canada.

J. B. Levison, president of the Fireman's Fund, has been elected to succeed himself as president of the Musical Association of San Francisco at the annual meeting of the organization. Mr. Levison, an accomplished musician himself, has made the San Francisco Symphony Orchestra his hobby and is credited with having considerable to do with its past successful season.

Mrs. Mary Foster Shattuck of Cleveland, O., has announced the marriage of her daughter, Bage Mae Christie, to Edward Bliven of Detroit, state agent of the Keystone Underwriters. The ceremony was performed in the Old Stone church at Cleveland.

Dana Pierce, president of the Underwriters Laboratories, is treasurer of the Scientific Crime Detection Laboratory, recently organized in Chicago for the purpose of employing scientific methods in the war against crime, in which insurance men generally are greatly interested. Maj. Calvin H. Goddard, famous expert on ballistics, is managing director of the laboratory. He is now on a trip abroad, investigating the methods used by foreign governments.

R. D. Hobbs, assistant manager of the Western Actuarial Bureau, returned from Europe last week, where he spent six weeks touring the continent with R. J. Folonie of Hicks & Folonie, Chicago insurance attorney, and his brother. The Folonies remained in Europe to continue their travels.





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# FIRE INSURANCE NEWS BY STATES

## OHIO AND WEST VIRGINIA

### SEEK HIGHER COMMISSIONS

#### Conference of a Number of Ohio Agents Was Held to Discuss Question of Compensation

COLUMBUS, O., Aug. 21.—Local agents throughout the state were interested in a meeting held here last week sponsored largely by some of the Youngstown agents who were called to discuss the commission situation. There were 26 agents present, a large number being from Youngstown and other points. The main factor was Frank B. Medbury, head of the Medbury-Wilson Company of Youngstown, which has a large union representation. The talk around here is that Mr. Medbury is threatening to take only non-affiliated companies. It seems that invitations had been sent out to a number of agents throughout the state asking them to be present at the meeting. Field men declare that they do not believe much will come out of it.

Field men say that insurance companies are paying now all that the traffic will bear and that no higher commissions can be allowed. It seems that some of the agents outside of the expected cities are complaining of the higher commissions in those cities, declaring that important centers in the state in addition to Cleveland and Cincinnati are entitled to greater consideration. The Youngstown agents have had some conferences among themselves. The non-affiliated companies are very active in Ohio. Most of them have field men in the state and are pushing strong for business. They are offering contingent contracts and in most cases a higher basic scale than the Western Union or Western Insurance Bureau companies.

The agents are making a plea for 15, 25 and 35 percent commissions. They declare that the organized companies in their efforts to meet non-affiliated companies are throwing the burden on the agents. The agents call attention to the fact that all the steps taken to meet competition outside of liberalizing some of the rules consisted in decreasing rates when there was no call for a reduction. This they say has materially affected the income of the agent to such a point that it has become a hardship.

### BUCKEYE NATIONAL IS NOW BEING LIQUIDATED

The Buckeye National Fire of Toledo is returning to stockholders capital of \$100,000 and the accumulated surplus which amounts to about \$50,000. The company after operating independently for 10 years was leased by the Crum & Forster fleet, its entire business being taken over by the United States Fire automatically. It started with \$100,000 capital and \$47,000 surplus. Prior to going to Crum & Forster it operated in Ohio, Michigan and Illinois. During that time its surplus ran from \$26,000 to \$54,000. It paid about \$750,000 losses. It was under the jurisdiction of Crum & Forster for five years. H. S. Bassett, the secretary, remained in Toledo and looked after the financial details.

#### Prevention Chairman Named

COLUMBUS, O., Aug. 21.—The following committee chairmen have been appointed by William C. Howe, president of the Fire Prevention Association of Ohio, for 1929-30:

Martin Vold, Jr., Springfield Fire & Marine, executive committee; Joseph D.

Keating, Commercial Union, Speakers Bureau; Alwin E. Bulau, World Fire & Marine, inter-chamber fire waste contest; W. S. Winnard, Ohio Inspection Bureau, fire protection and water supply; Fred O. Evertz, Ohio Inspection Bureau, electrical inspection; H. P. Winter, Continental, farm; A. S. Snow, Camden, public buildings; and E. A. Winter, National Liberty, laws.

The committee will hold its first meeting Aug. 26.

#### Haas in Taylor Firm

George E. Haas, who has been a partner in the George H. Olmsted & Co. agency in Cleveland, has joined hands with Alexander S. Taylor under the firm name of Alexander S. Taylor & Co. Mr. Taylor has conducted a real estate and insurance business in Cleveland for a number of years.

Alexander S. Taylor is president of the real estate firm of V. C. Taylor & Son, who have been in business since 1872. He has held his local board membership under the name of Alexander S. Taylor & Co., who have operated the insurance business in a rather small way. Mr. Taylor is an important man in real estate in Cleveland and is prominent in the national real estate organization,

having been its president. Mr. Haas will develop the insurance business of the firm.

#### Exhibits at State Fair

COLUMBUS, O., Aug. 21.—At the state fair at Columbus, O., next week exhibits of the Ohio insurance department and the fire marshal's division will be on display. Superintendent C. S. Younger will show statistics as to the volume of insurance business transacted in Ohio and will distribute literature pertaining to insurance. Fire Marshal Roy R. Gill's display will portray a number of fire hazards, including dry cleaning at home, fires under stairways, electrical wiring defects and carelessness in the use of electrical devices. This week Marshal Gill issued a warning to the farmers of the state not to store their hay until it is properly cured. Damp hay, he said, generates heat and often results in spontaneous combustion.

#### Ohio Notes

W. S. Winnard, of the Ohio Inspection Bureau, who has been seriously ill, has returned to work.

Fire destroyed the Walter H. Schafer feed mill near Chesterland in Geauga county, O., with a loss placed at \$20,000.

The Luna Park Stadium at Cleveland was destroyed by fire a few days ago with a loss of \$60,000. Many football and soccer ball games had been played in the stadium.

## CENTRAL WESTERN STATES

### WANTS CITIES TO BE ACTIVE

#### Fire Prevention Divisions in Municipal Departments Urged by State Marshal at Chiefs' Meeting

MICHIGAN CITY, IND., Aug. 21.—Inauguration of a fire prevention division in every Indiana city was urged by Alfred O. Hogston, Indiana state fire marshal, in an address before the Indiana Association of Fire Chiefs, meeting in Michigan City. The inspection of the state department can reach only a few fire hazards, but local fire chiefs with their corps of firemen can make inspections and do much more to eliminate hazardous conditions, he said. Some of the fire chief's most valuable work can be along preventive lines together with a persistent educational campaign, the speaker said.

Mr. Hogston urged the firemen to "look upon every fire with suspicion until we have satisfied ourselves that it was accidental." At least 40 percent of all fire losses in Indiana are the result of incendiarism, he continued, and the chief motive for arson is to collect insurance, about 90 percent of all arson cases resulting from this motive. Approximately 4 percent have revenge as a motive; about 2 percent to cover up another crime and 2 percent are motivated by some sort of perversion or low mentality, he said.

He told the fire chiefs that the best insurance that any city or town can have is that of purchasing the latest and best fire fighting equipment and having a well organized fire department. In support of this statement, he cited records of his office which showed that cities with good equipment had a lower percentage of fire loss than cities with obsolete equipment.

#### Make Fire College Annual Event

DETROIT, Aug. 21.—As a result of the success of the fire college held in conjunction with the Michigan Firemen's Association at Sault Ste. Marie, it will become an annual event and will be sponsored by a citizens' committee, which will have entire charge of the event. The committee consists of Paxton

Mendelssohn of Detroit, chairman of the Detroit fire prevention committee, who will act as chairman; Charles D. Livingston, insurance commissioner; Lee Bierce, secretary of the Grand Rapids chamber of commerce; H. B. Dirks, professor at Michigan State College, and Robert Loughran, chief engineer of the Michigan Inspection Bureau, secretary of the committee. It is believed that this will do much to increase the efficiency of Michigan's fire departments.

#### Monroe Situation Somewhat Improved

A special election was called in Monroe, Mich., recently to vote on appropriating \$370,000 for waterworks, as the city has suffered two disastrous fires within a short time. The proposal was lost by 16 votes and will again be placed on the ballot at the regular election in the fall.

However, some measures have been taken to improve the situation. J. W. Just, fire department instructor of the Michigan Inspection Bureau, has been appointed acting chief of the fire department until such time as he feels the department is in good shape, and 15 new men have been added. A contract has been placed for a complete automatic telegraph fire alarm system and a new motor-driven city service truck has been purchased.

#### Dupo Oil Boom Raises Rates

The wildcat oil boom which struck Dupo, Ill., several weeks ago has produced new fire hazards in the community and compelled the companies to raise their rates from 28 cents to as much as \$5 per \$100. In many instances oil wells are located in the back yards of residential property and adjoining schools and other structures.

The Illinois Inspection Bureau recently conducted an investigation into conditions in Dupo and the new schedule of rates was promulgated as a result. The rates scale down to the old 28-cent schedule for brick houses with composition roofs and located some distance from oil well activity. Policies for terms of more than one year are not to be written in Dupo at present.

Out of a group of 150 residences only 56 are not scheduled at the \$5 rate.

#### Serious Hazard Created

GRAND RAPIDS, MICH., Aug. 21.—Overloading of store circuits through installation of ice cream storage bins without inspection and notification of the city

electrical inspection office has created a serious fire hazard in many parts of the city it is believed by George Cotton, electrical inspector, who has been tracing down these installations after discovery of the situation.

#### Burt S. Stratton Dies

Burt S. Stratton, prominent Lansing agent and founder of the Stratton Insurance Agency, died in Lansing last week. Mr. Stratton, who was 60 years of age, had been in ill health since the death of his wife about a year ago. He took an active part in civic affairs and in local board activities, heading the Lansing Association of Fire & Casualty Underwriters at one time.

#### No Michigan Forest Fires

LANSING, MICH., Aug. 21.—Due to an effective and well organized fire fighting force, improved equipment, public cooperation and good luck, Michigan's forests have escaped thus far any of the devastating blazes such as have been causing huge losses in several other districts throughout the country.

The record this season is considered remarkable in view of the fact that one of the most prolonged drouths of recent years has been gripping a major share of the state and most of the wooded sections are dry as tinder.

#### Remedy Water Shortage

PORT HURON, MICH., Aug. 21.—Plans were launched by the city commission last week to remedy an aggravated water shortage in the northern section of the city which is believed to constitute a serious fire hazard. Many complaints had been received from residents in regard to the low pressure.

#### Torch Lake Resort Burns

LANSING, MICH., Aug. 21.—Although this season has, to date, seen fewer resort losses in Michigan's north country than many past summers, one serious loss was recorded last week when the Majestic hotel burned at Torch Lake. The property was valued at between \$30,000 and \$40,000.

#### Wysong's Secretary Injured

Miss Juanita Martyn, secretary to Commissioner Clarence C. Wysong of Indiana, was critically injured in an automobile accident last Saturday evening, when she was returning from Peoria, Ill., with her brother. She suffered a fracture of the skull and other injuries, the full extent of which has not yet been determined.

#### Illinois Notes

S. E. Molsant & Co. have purchased the local agency of C. Henry Erzinger & Son of their city. The Molsant agency was established in 1903.

The screening plant of the wooden loading pit of the Brewerton Coal Company's mine at Lincoln, Ill., burned recently. The loss was estimated at \$10,000.

J. Sam Foster, Illinois state agent for the Western Casualty of Fort Scott, Kans., has returned to his duties after a two months' absence. Mr. Foster's health is much improved.

A tornado which swept through the business and residential district of Alton, Ill., damaged about 25 buildings more or less seriously, but no one was killed or injured. A number of roofs were torn off of business houses and dwellings, while four freight cars on a siding were blown from the tracks.

Marquette, Mich., is the last city in the state to retire its horse-drawn fire engine and is now advertising for bids on a motor-driven ladder truck.

What is the meaning of accident and health contract provision? Who are my prospects? Where are they? How and when will I sell them? Why should they buy? These are all vexing problems for the accident and health agent, particularly the new man. The Sales Training Course in Accident and Health Insurance will answer these questions and others which you may wish to ask. Write The National Underwriter Co., 420 East 4th street, Cincinnati, O., for descriptive booklet.



## LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

NEAL BASSETT, President

A. H. HASSINGER, Vice President

JOHN KAY, Vice President

WELLS T. BASSETT, Vice President

### JANUARY 1ST, 1929, STATEMENTS

#### ORGANIZED 1855 FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$56,065,676	\$19,562,550	\$13,500,000	\$23,003,126	\$36,503,126

#### ORGANIZED 1853 THE GIRARD F. & M. INSURANCE COMPANY OF PHILADELPHIA, PA.

\$6,036,606	\$2,834,468	\$1,000,000.00	\$2,202,138	\$3,202,138
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#### ORGANIZED 1854 MECHANICS INSURANCE CO. OF PHILADELPHIA, PA.

\$4,881,357	\$2,770,413	\$600,000.00	\$1,510,944	\$2,110,944
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#### ORGANIZED 1866 NATIONAL-BEN FRANKLIN FIRE INS. CO. OF PITTSBURGH, PA.

\$5,021,040	\$2,502,744	\$1,000,000.00	\$1,518,297	\$2,518,297
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#### ORGANIZED 1871 SUPERIOR FIRE INSURANCE CO. OF PITTSBURGH, PA.

\$4,837,240	\$2,492,229	\$1,000,000.00	\$1,345,011	\$2,345,011
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#### ORGANIZED 1870 CONCORDIA FIRE INSURANCE CO. OF MILWAUKEE, WIS.

\$5,359,805	\$2,486,092	\$1,000,000.00	\$1,873,712	\$2,873,712
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#### ORGANIZED 1886 CAPITAL FIRE INSURANCE CO. OF CONCORD, N. H.

\$666,599	\$196	\$300,000.00	\$366,403	\$666,403
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TOTAL OF ASSETS  
**\$82,868,323.00**

TOTAL OF LIABILITIES  
**\$32,648,692.00**

TOTAL NET PREMIUMS  
**\$23,808,303.00**

WESTERN DEPARTMENT  
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Chicago, Illinois

H. A. CLARK, Manager  
Assistant Managers  
H. R. M. SMITH  
JAMES SMITH FRED. W. SULLIVAN

EASTERN DEPARTMENT  
10 Park Place  
NEWARK, NEW JERSEY  
CANADIAN DEPARTMENT  
461-467 Bay Street  
TORONTO, CANADA  
MASSIE & RENWICK, Limited,  
Managers

PACIFIC DEPARTMENT  
60 Sansome Street  
San Francisco, California  
W. W. & E. G. POTTER,  
Managers  
JOHN R. COONEY, Assistant Manager

## LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

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LITTLE ROCK, ARKANSAS

L. B. LEIGH & COMPANY  
Arkansas  
LITTLE ROCK, ARKANSAS

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DENVER, COLORADO

HURT & QUIN, INC.  
Georgia, Alabama, So. Carolina and Florida  
ATLANTA, GEORGIA

A. H. TURNER  
Va., N. C., S. C., Ga., Fla., Ala. & Tenn.  
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Kansas, Missouri and Oklahoma  
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MILLER-STUDEBAKER AGENCY  
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TOPEKA, KANSAS

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BLACK, ROGERS & CO., LTD.  
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FLOYD WEST & CO.  
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## STATES OF THE NORTHWEST

### SQUABBLE OVER STATE FUND

Wisconsin Legislators Divide Over Proposal to "Raid" Insurance Pot for Building Project

MILWAUKEE, Aug. 21.—A desperate controversy has been carried on in the state legislature on the question of whether or not to draw money for a state office building from the state insurance fund. Three building projects have been up before the houses, one for a \$600,000 office building in which to house overflow employees, another bill to appropriate \$300,000 for a hospital for crippled children, and the other a board of control bill to expend \$200,000 for a ward building at the central state hospital for the insane. Together these measures propose new building projects to cost \$1,100,000.

The finance committee drew measures to take this sum from the state insurance fund, and this is the center of the strife.

The state fund is that in which state buildings and many county, school and other public buildings are insured. The fund is created by a charge against the insurers, similar to the premiums that would be paid, were these public buildings insured by policy. Fire losses have been slight and the fund has grown to about \$2,500,000, which appeared to some of the members a good place to get money for buildings.

The assembly objected and killed the bill for a state office building by a vote of 44 to 30. The lower house also amended all bills to take appropriations from the general fund. This was done because of doubt whether the state fund could be legally "raided" by general appropriation bills. It was claimed that the fund was created for a special purpose and is similar to a trust fund, that it was not produced by a uniform state tax and that only about half the taxpayers, those whose local public buildings are state insured, have contributed to the fund.

It was also contended that were heavy fire losses to occur after the fund had been depleted, the state could not meet them. The proposal was made by one assemblyman to amend the bill to take the \$600,000 from the insurance fund and then to reimburse that fund from the general fund at the rate of \$48,000 a year, and this amendment was rejected.

The senate has asked for a conference committee on the crippled children's hospital bill. The upper house wishes to take the \$300,000 from the state fund for this purpose, and the assembly from the general fund.

### Fire School in September

MINNEAPOLIS, MINN., Aug. 21.—The second annual Northwest Fire School will be held Sept. 16-20. The work is sponsored by the Minnesota League of Municipalities for the fire department men in the various small towns and cities in the state. This year special attention will be paid to the chemistry of fire and the special problems of small town fire companies. Action of a variety of combustibles will be demonstrated and the dangers of explosives and other hazardous materials studied.

### Fewer Hail Claims

Burleigh county, North Dakota, farmers presented 121 claims to the state hail department during the week ending Aug. 9, according to figures issued by the department. Other counties from which large numbers of claims were received were Benson, 43; Bowman, 45; Divide, 52.

Only 410 claims were received during the week and the total for the season is only 7,393, less than half the number reported at this time last year, when 14,931 claims had been filed.

### LAW INVESTIGATION SLATED

Wisconsin Senate Tones Down Mauthe's Resolution Scoring Carriers on Charge of "Monopoly"

MILWAUKEE, Aug. 21.—Fire insurance administration in Wisconsin will be studied by a legislative interim committee reporting its finding and recommendations to the 1931 session, as a result of the concurrence of both houses in the proposal of Assemblyman Carlton W. Mauthe of Fond du Lac.

Assemblyman Mauthe's resolution as adopted points out that Wisconsin in 1917 passed a law which required fire companies licensed to operate in the state to participate in and provide financial support for a rating bureau. The resolution further points out that only one such bureau has been established and declares that for 12 years no substantial revision of fire insurance laws has been made even in view of the improved experience and fire fighting developments of the present day.

Before receiving final approval of the senate and assembly the resolution was tempered in its language by the senate. The resolution originally declared that the present rating bureau is operating as a price fixing fire insurance monopoly virtually without state control, and it also stated that no fire insurance company has filed a different rate in the 12 years this law has been in effect, despite improved fire fighting equipment and organization which has reduced the cost of carrying risks.

The investigating committee will include two senators and three assemblymen, and under the terms of the resolution adopted this committee will have full power to compel the production of documents and subpoena witnesses.

Five principal items are outlined for consideration of the interim body in its study of Wisconsin fire insurance. These are:

1. Operation and practices under the present law of the Wisconsin Inspection Bureau, its auxiliaries and divisions as it affects the great mass of insurers in the state.
2. Advisability of having the state represented for the purpose of protecting the people's interests.
3. Definition of term "reasonable rate" as used in the insurance laws, and how this "reasonable rate" shall be determined.
4. Advisability of permitting the state, city, village, town or county to be heard as a public hearing before any important changes in rules, regulations or increased rates, promulgated or established by the bureau, shall become effective.
5. Recommendation of a proper classification of fire hazards.

### BLAZE DOES \$300,000 DAMAGE

Milwaukee Concerns Suffer in Large Fire—Official Charges Fire Fighters with Inefficiency

MILWAUKEE, WIS., Aug. 21.—One of the largest fires which occurred in Milwaukee this year did damage estimated at \$300,000 in the Bay View manufacturing district last week. The blaze reduced two buildings of the Pfister & Vogel Leather Company, and two Wisconsin Malleable Iron Company structures to smoldering ruins; and 500 automobiles, some entirely wrecked and others in the process of salvaging, in the yard of the Wisconsin Auto Salvaging Company were destroyed.

Three more buildings of the malleable iron concern were damaged, the American Malting Company elevator, buildings of the Monarch Box Company, the



Wisconsin Barrel Company, and the Wrought Washer Company, the Badger Bottling Company, the Acme Manufacturing Company, the Vorclone Company, and many residences in a five-block area southeast of this industrial district also suffered.

Charges that the fire department was inefficient in handling the big fire were made by W. P. Westenberg, treasurer of the Wisconsin Malleable Iron Company. They were denied by Fire Chief Peter Steinkellner, who insisted the fire was handled well and effectively under the conditions.

An incomplete estimate placed the entire fire loss at between \$300,000 and \$400,000. So many buildings were involved however, that there has been difficulty in reaching a final estimate.

Four Aetna Fire men who were not able to get close enough to the fire from the ground to get an immediate idea of the damage to the Pfister & Vogel buildings, hired an airplane, and flew as low as possible to the blaze. They were E. A. Eckert, A. A. Freund, A. W. Millen-cant, and J. J. Conway.

## TAX ORDINANCE POSTPONED

### Green Bay Agents Led by Earl E. Fisk Succeed in Averting Threat of License Levy

Green Bay local agents are actively opposed to an ordinance being considered by the city council there to levy an occupation tax on agents, according to Earl E. Fisk, president of the Green Bay Board of Fire & Casualty Underwriters, the insurance division of the Association of Commerce, and chairman of the National Association of Insurance Agents. This attitude is directly opposed to that credited to the association in several reports which have emanated from there recently and that agents favored the ordinance because it would give preference to skilled insurance men and weed out undesirables. The association's stand last week resulted in postponement of consideration of the measure.

"The articles referred to give a definite impression that this proposed insurance license fee or tax is favored by the local insurance agents," Mr. Fisk says. "As a matter of actual fact none of the local agents so far as we have been able to ascertain knew anything about this ordinance until it was printed in a local newspaper. Some of our members are very much incensed over the impression that has gone out in this affair and we held a special meeting August 15 at which time a special committee was appointed to confer with the judiciary committee of the city council which has this ordinance in charge. The committee was instructed to protest against this action."

Occupation or license tax would amount to \$10 a year payable on or before Aug. 1 of each year and the full amount of the license would be collected for any fraction of a year. Failure to secure a license and violation of the proposed ordinance would be punished by a fine of \$5 to \$50, jail sentence of not more than 60 days, or both.

Every insurance company operating in the city would be required to pay the \$10 fee for each agency, sub-agency, agent or collector, "employed by or as a direct representative of a company, whether an office is maintained or not." The ordinance specifies that the term "insurance company" should be construed to mean "any person, firm, corporation or underwriter writing or soliciting life insurance, fire, accident, automobile, indemnity, guarantee, live stock, plate glass, hail, tornado or other insurance of any kind."

The ordinance, however, specifically excludes fraternal organizations from having to pay this tax.

### Cigarettes Menace in Air

MILWAUKEE, Aug. 21—Fire underwriters here have taken up the question of fire menace constituted by the person

who smokes in an airplane and drops his cigarette or cigar butt overboard and a survey of Milwaukee air transport companies shows that most of them have stringent rules against smoking while in a plane. For the safety of planes, as well as forests, some Milwaukee transport companies are enforcing these rules. Hans Feldmann, manager of the Weeks Aircraft corporation, cites two incidents where Milwaukee planes recently caught fire from cigarettes. At the Midwest Airways, Edward Knaup, secretary-treasurer, said that while in most instances cigarettes and cigars will be out by the time they reach the ground, some may still burn and no passenger is permitted to smoke in his line's ships. Frank A. Vaughn, consulting engineer and chairman of the air developments committee of the Milwaukee Association of Commerce, said a cigarette should burn better on the way down than in the mouth of a smoker and by the time it reaches earth would constitute a grave menace. E. W. Kinker, in charge of the United States forest office in Milwaukee, is inclined to be skeptical that a cigarette dropped from a plane might start a forest fire, but he said the safest thing is to ask passengers and pilots not to smoke.

### Three Fires in Minnesota

MINNEAPOLIS, Aug. 21—During the past week there have been three fires of rather serious proportions in the state. The most severe blaze occurred at Big Fork, where a solid block of business buildings and the railroad station were completely destroyed. Further trouble occurred when an oil car, standing on one of the side tracks, ignited and exploded. Loss was estimated at \$75,000.

### Investigate Tapping Fire

MILWAUKEE, WIS., Aug. 21—Police are investigating an incendiary fire which occurred last week at the home of John H. Tapping, 167 Day avenue, Whitefish Bay. Mr. Tapping, who is vice-president of the George H. Russell company, large Milwaukee insurance agency, is in Denver, Colo., and Mrs. Tapping is in Europe.

Firemen discovered three five-gallon gasoline cans, one partly filled and a trail of gasoline led from the living room to each of four bedrooms. The heating element of an electric heater had been thrust into a gasoline saturated rug and on the davenport were two cans. In the library was another can which appeared to have exploded and ruined a grand piano. Loss in the fire is estimated at \$8,000.

### Hearing on Sprinkler Rates

OSHKOSH, WIS., Aug. 21—A hearing on an application of the city of Oshkosh for authority to revise its rates on sprinkler systems will be held by the Wisconsin public utility commission at the city hall here on Sept. 5. The city has also asked an order authorizing an installation of meters on all sprinkler systems.

### Duluth to Have Good Delegation

DULUTH, MINN., Aug. 21—Duluth will be represented by a strong delegation at the convention of the National Association of Insurance Agents in Detroit. The Duluth contingent will probably include D. K. Harris of the Insurance Service Agency, E. M. Heinselman of the J. H. Harper agency, E. R. Dunning of the Dunning Company and Ray Johnson.

### Dinner Dance to Be Held

The Minneapolis Blue Goose will hold its annual dinner dance at the Minnetonka Country Club at Excelsior, Aug. 26. This event will be preceded by the annual golf tournament on the country club course. R. N. Hanson, secretary, announces that the weekly luncheon meetings of the order will be resumed in the Minneapolis Athletic Club on the second Monday in September.

### Expect Many at School

MINNEAPOLIS, MINN., Aug. 21—More than 1,000 fire department officials from as many cities and towns of the northwest will attend the annual Northwest Fire school to be held at the University of Minnesota Sept. 16-20. Firemen from Minnesota, Wisconsin, North and South Dakota will attend.

There will be special training in fire department maneuvers with special at-

tention to fire fighting in the smaller communities. Among the speakers will be G. H. Parker of the National Fire Waste Council; Sanford Herberg and R. L. Daniel, engineers of the General Inspection Bureau, Minneapolis; Clarence Goldsmith, assistant chief engineer of the National Board.

### Fire Threatens Albert Lea

Fire, which threatened the entire business section of Albert Lea, Minn., Aug. 16, caused damage estimated at \$85,000. The Albert Lea Transfer Company, where the blaze originated, the Midway Motor Company, a Yellow Taxicab office and a store owned by Max Gendler were destroyed.

### Mutual Agents Meet

MINNEAPOLIS, MINN., Aug. 21—Agents representing the Federal Hardware & Implement Mutual and the Hardware Mutual Casualty held their annual sales conference here this week.

### Minnesota Notes

Gas generated by hay stored in Fairmont, Minn., resulted in an explosion which caused a fire. Storage bins, ele-

vators, grain and fourteen horses were destroyed. Fire adjusters placed the loss at \$10,000.

Four buildings of the N. G. Fruit Packing company, St. Paul, were burned to the ground. Damage was \$8,000, which was covered by insurance.

Damage estimated at \$30,000 was suffered when the Piper & Howe Lumber yards at Minot, N. D., were destroyed by fire last week.

## Wisconsin Notes

A loss of \$15,000 partly covered by insurance was sustained when fire destroyed the Wanderoos, Wis. feed mill and its contents last week.

John J. Welsh has taken over the insurance business of the late Justice J. S. Williams in Portage, Wis., and arrangements with his estate, and the insurance companies Mr. Williams represented have been completed.

A loss estimated at between \$75,000 and \$100,000 was sustained in Gay Mills, Wis., when fire destroyed the Brisse clothing store and the Sims millinery store. The Dagon meat market adjoining and the Fohlman bakery were gutted and the roof of a furniture shop was damaged.

## IN THE MISSOURI VALLEY

### TAX HEARING TO BE HELD

Kansas Commission Investigating Systems of Taxing—Insurance Companies to Be Heard Sept. 4

TOPEKA, KAN., Aug. 21—Commissioner Charles F. Hobbs has sent a notice to insurance companies writing business in Kansas that the Kansas tax code commission will give the companies a hearing Sept. 4. This commission was created by the 1929 legislature and directed to make a study of the taxing system of this and other states and submit a report making a complete revision, or so much thereof as may be necessary, of the state's taxing system and its administration.

The commission has been working over five months and announced that it had practically completed the study of the direct taxing systems and was now preparing to study the various forms of indirect taxes including those on the insurance premiums.

The commission has authority to propose a revision of the premium taxes and fees either upward or downward or may report that they should be abolished or materially reduced. It may also suggest amendments to the insurance code relative to the insurance taxes.

### Webb Heads Insurers

WICHITA, KANS., Aug. 21—Lee Webb of the Blandin & Webb Agency was formally reelected president of the Wichita Insurers and delegate to the annual meeting of the National association to be held at Detroit, at the regular bi-weekly meeting. Duane T. Stover of Harris Burns & Co. and a member of the executive committee last year was elected vice-president, and Henry Schott of Smith Stone Snyder was reelected secretary-treasurer.

### Win Bureau Scholarships

TOPEKA, KAN., Aug. 21—W. C. Hodges, manager of the Kansas Inspection Bureau, has announced that two Kansas boys will be sent to Armour Institute next winter to study fire engineering. This will make ten Kansas boys that have been sent to the institute to study this particular field of engineering to become engineers and inspectors for the various state rating bureaus of the Western Actuarial Bureau. Carl Clanton of Topeka and Harold Marshall of Ellis are the two boys which won the scholarships this year. Both are now employed in the Kansas Inspection Bureau learning the preliminary office work of the rating organization. They were picked from some 20 high school graduates by the scholarship committee of the bureau.

### EXTENSION OF FIRE SERVICE

Important Conference Was Held at Topeka by Those Particularly Interested in the Work

An enthusiastic meeting of the Kansas fire service extension committee, of which Governor Clyde M. Reed is chairman, was held in Topeka. Following other members of the committee were present: Senator Arthur Capper, State Fire Marshal Douglas A. Graham, John G. Stutz, secretary, League of Kansas municipalities; E. J. Stewart, chief engineer, Kansas Inspection Bureau; Chief W. A. Buel, Parsons; K. D. Doyle, secretary, Kansas State Firemen's Association; Harold G. Ingham, director, extension division, Kansas University; W. C. Hodges, manager, Kansas Inspection Bureau.

A report on the origin and development of the Kansas fire school was made by Secretary E. J. Stewart, who emphasized the fact that "fire fighting is becoming a science." He further asserted that "firemen no longer are picked for their main strength, as we have a different class of firemen than we had a few years ago."

Harry K. Rogers, engineer of the fire prevention department of the western actuarial bureau, and a member of the fire service extension committee of the National Fire Waste Council, told of the effort being made to organize similar committees and schools in the various states. He held that such organizations and schools are necessary to improve fire department efficiency and to teach the members of the various fire departments advanced methods of fire fighting, fire prevention and life saving.

### IOWA ASSOCIATION PROGRAM

Schedule of Talks and Events for the Annual Meeting Sept. 5-6 at Ft. Dodge

The Iowa Association of Insurance Agents which will hold its annual meeting Sept. 5-6 at the Wakhonsa hotel, Fort Dodge, is now shaping up its program. Among the speakers are C. R. Street, vice-president of the Great American; Harry K. Rogers and C. W. Borrett of the National Board; King Thompson of Cedar Rapids, and Clark Beems, president, Metropolitan Supply Company of Cedar Rapids. There will be a banquet Thursday evening of convention week and a golf tournament at the Fort Dodge Country Club Friday afternoon. There will be an automobile



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ride for the ladies and visiting agents. The program is:

### Thursday, Sept. 5 Morning Session

7:30 a. m.—Registration, Wahkonsa Hotel Lobby.

9:00 a. m.—Convention opens, Wahkonsa Ball Room. Greetings: Mayor C. V. Findlay. Response: Sam T. Morrison, vice-president. Report of John I. Petty, secretary. Report executive committee, Fred W. Colvin, chairman. Report legislative committee, John Hynes. President's address, S. T. Shepard, Cedar Rapids.

11:00 a. m.—Address: W. R. Boyd, chairman finance committee, State Board of Education.

12:00 a. m.—Local Association Luncheon, Wahkonsa Hotel, Jim Vaughn presiding.

### Afternoon Session

1:30 p. m.—Convening Hour.

2:00 p. m.—Address: Charles R. Street, vice-president, Great American, "Some Rear Seat Comment."

3:00 p. m.—Fire Prevention: Claude W. Borrett and "Smoky" Rogers of the National Board.

4:00 p. m.—Open Forum.

5:00 p. m.—Recess.

### Evening

7:00 p. m.—Banquet, Wahkonsa Hotel Ball Room.

### Friday, Sept. 6

#### Morning Session

7:30 a. m.—Breakfast, members only, Sam Morrison presiding.

9:00 a. m.—Convention reopens.

9:30 a. m.—Address: "The Contract Bond Situation," King Thompson, Cedar Rapids, Ia.

10:00 a. m.—Address: (Subject to be announced), Clark Beems, president Metropolitan Supply Company, Cedar Rapids, Ia.

11:00 a. m.—Report of special committees. Election of officers. Short Address by President-elect. Adjournment.

### Afternoon

Golf Tournament for Men: Fort Dodge Country Club. See Bulletin Board at Country Club for prizes.

Automobile Tour of Fort Dodge for Ladies or Visiting Agents.

### Big Omaha Elevator Loss

The Grain Association had \$700,000 insurance on the Trans-Mississippi Grain Company elevator at Omaha which burned Sunday night. The loss was estimated at about \$500,000. The elevator, which is nearly a block long, was filled to more than half its capacity of 800,000 bushels of grain.

### Agency Plans Building

The Carey Agency of Hutchinson, headed by Wade Patton, secretary of the Kansas Association of Insurance Agents, and its sister organization, the Salt City Building & Loan Association, are making plans for the early erection of an 8-story fire resistive office building which will house both organizations.

### Gamble to Remain in Wichita

R. A. Gamble, recently appointed Kansas state agent for the American, will maintain headquarters in Wichita, where he has been located for the past several years as state agent of the Milwaukee Mechanics. Mr. Gamble was recently elected president of the Central Kansas Field Men's Club. C. W. Smith, special

agent for the American under Mr. Gamble, will continue to headquarter in Topeka. Five Bureau companies now maintain field men in Wichita, whereas Mr. Gamble was the only Bureau man in the city when the Central Kansas Field Club was organized a few years ago. Regular Monday luncheon meetings of the Central Kansas Field Men's Club will be resumed Monday, Sept. 9.

### Ralph A. Elliott Marries

DES MOINES, IA., Aug. 21.—Ralph A. Elliott, manager of the Phoenix and Connecticut Fire offices here, was married in Akron last week to Ella K. Brown, who has been an employee of the Phoenix in the offices here for several years.

### G. W. Smith Ill

G. W. Smith, founder of the Smith & Son agency of Wichita, Kan., now known as the Smith, Stone, Snyder Agency headed by his son Dwight Smith, was removed to his home last week following two weeks confinement in a Wichita hospital from a complicated illness. Mr. Smith was attacked while on a vacation trip to California with Mrs. Smith and was brought to Wichita. His condition is still serious.

## Kansas Notes

The annual "Stag" outing given by H. D. Baker of Outland & Co. for the members of the Wichita Insurers will be held this week at Walnut Grove, north of Wichita.

Lee R. Merry, manager of the MoKan Okla. Adjustment Bureau and associated with Willard Quinn in the Kansas Underwriters' at Wichita returned to his desk this week following a 10 day illness which confined him to his home.

## Iowa Notes

According to data furnished by C. D. Reed, federal weather observer, damage estimated at over a quarter of a million dollars resulted from 36 floods and wind and hail storms in Iowa during the month of July.

The State Automobile Insurance Association has announced the appointment of W. E. Pearce as agency supervisor for the organization in Des Moines, Ia. Mr. Pearce was engaged in a similar capacity in Indianapolis before accepting the position here.

## Missouri Notes

The Cats Meow, an insurance fraternal and business organization with headquarters in St. Louis, gave a garden party for members of the order and their ladies at Kirkwood, Mo., last week.

The Ziegler & Handler Agency, St. Louis, has been incorporated with \$10,000 capital. The incorporators are Harry Handler, Charles M. Ziegler and Gladys Ziegler.

Jacob Fein, proprietor of a grocery at 2957 Thomas street, St. Louis, is charged with first degree arson. Firemen who fought a fire in Fein's store reported they found five jugs containing ether and an open container holding 50 gallons of kerosene.

The Missouri State Insurance Agency has moved from the Landreth building to third floor of the Planters' building at Fourth and Pine streets. The agency has been appointed an agent for the First National. The agency in a circular to the brokers of St. Louis has also announced that it has been authorized by Chicago Lloyds to write business 20 percent below the rates of the Missouri Inspection Bureau.

## STATES OF THE SOUTHWEST

### STATE SENATOR BOILS OVER

Texas Solon Threatens Bill to End Insurance Commission—Takes Crack at Carriers

AUSTIN, TEX., Aug. 21.—Complete abolition of the state insurance board was advocated here Monday by Senator Gus Ressek of Schulenberg, who gave notice that he will introduce in the next legislature and push a measure to repeal the law creating the body regulating fire and automobile rates.

"The public is tired of the methods

being used to hold up the insurance rates in this state," said Senator Ressek, "and there is a universal demand that the field be thrown wide open for free, full and fair competition. The present law works to protect the insurance companies in keeping high the present rates and in penalizing communities with good fire records to pay for excessive losses in those places which are not so fortunate. This is basically and economically wrong and should be stopped as soon as the legislature meets. "When the insurance board fixes rates which please the companies the companies very eagerly accept them, but if the orders are not pleasing they resort



to mandamus, injunctions or other court action to stop them.

"Only last week the companies resisted in the courts the board's agency commission fixings, but the companies gladly abide by the uniform rates made without any vestige of competition. The people are tired of this sort of thing and I freely predict that the next legislature will abolish the whole business and put the insurance companies in a field of competition just like other lines of trade, and it ought to be done."

#### HEAR INTIMIDATION CHARGE

##### Texas Commission Denies Charge of Four Dallas Carriers Arising From Commission Edict

DALLAS, TEX., Aug. 21.—Claim of four Texas companies opposed to the commission regulation order of Texas commissioners that the board was intimidating agents by threatening to penalize them for accepting business for Dallas companies was denied by the board at a hearing last week at which considerable testimony was taken. R. B. Cousins, former member of the commission and now president of the San Jacinto Life and president of the Texas Local Agents' Association, attended to testify for the board. The case was taken under advisement and it is expected a ruling will be issued before the September term of court at Austin.

The four companies claimed that the board exceeded its authority in issuing the order and held they were exempt from it until the suit filed by them was tried in the courts. They also claimed that the order setting a 20 percent maximum commission on fire business and 25 percent on automobile did not affect them because they said the law provides that companies filing protest against rulings in matters of this sort may continue operating under previous arrangements.

Most agents are said to be abiding by the commission ruling. A few days ago the commission mailed affidavits in blank to agents requesting their signatures over statements that they had not violated the ruling and would not. These forms were to be signed before agents would be licensed, and it was chiefly because of this action that the four Dallas companies sought an injunction. In case the Dallas companies win out in the injunction hearing it is expected they will also win in suits against the board, when according to Texas insurance men the entire commission situation will be the same as it was early this spring.

#### Texas Fire Record Soars

An epidemic of fires last week sent Texas' record for disastrous fires for the month up by many thousands of dollars. Three residences in Electra, Tex., resulted in loss of above \$50,000, partly covered by insurance; damage to three business houses in Beaumont added \$10,000 more and three fires in Fort Worth, including another at the First Baptist Church, totaled an additional \$100,000, which may be increased by use and occupancy insurance reported to be carried in an almost equivalent sum. Most of the insurance is in non-admitted companies, which have not canceled their coverage since the last fire in January, though the pastor of the church, J. Frank Norris, has been tried for arson and perjury in connection with a former fire and though several of the numerous fires the church has had during his pastorate have never been satisfactorily accounted for. Waxahachie, with fire that wrecked one and damaged several buildings, suffered loss of above \$75,000.

#### Hospitals in Good Condition

OKLAHOMA CITY, Aug. 21.—As compared to those of many states, hospitals of Oklahoma were found in a fairly good condition in the recent survey conducted by the Oklahoma Inspection Bureau, under the direction of W. S. Bizzell, of the engineering department. Outstanding hazards found in the hospitals of the

state were improper storage facilities for nitro cellulose and for inflammable anaesthetics and inadequate exit facilities.

#### Active in Oklahoma

President Ralph Searle of the Oklahoma State Fire Prevention Association is planning an intensive campaign during the coming months, the opening gun to be fired during international fire prevention week. For the coming year the association has adopted the county unit plan of organization, with one of its members actively in charge of fire prevention work in each county.

#### June Losses \$888,677

AUSTIN, TEX., Aug. 21.—Losses from fires in Texas during June totaled \$888,677, according to reports received by the state fire insurance department. There were reported 130 fires of unknown origin, with losses amounting to \$570,033. Nineteen incendiary fires, with losses of \$55,769, were reported.

#### Southland Lloyds Started

AUSTIN, TEX., Aug. 21.—The Southland Lloyds of Dallas has been authorized by the board of commissioners to do business in Texas and will write fire and automobile insurance. It has a guaranty fund of \$40,000. A. E. Schow of Dallas is attorney of fact.

#### Dixie Lloyds Files Charter

AUSTIN, TEX., Aug. 21.—The charter of the Dixie Lloyds of Waco was approved and filed at Austin last week. The company has a guaranty fund of \$40,000. Attorneys in fact are C. E. Beeson of Waco and R. L. Miller and J. L. Stone of San Juan.

#### Vote on Bond Issue

FORT SMITH, ARK., Aug. 21.—Fort Smith citizens will vote soon upon a proposed municipal bond issue of \$182,000 for new equipment and general improvement of the Fort Smith fire department. The proposed issue would cover installation of a modern fire alarm system at a cost of \$60,000, and provide for the purchase of other equipment.

#### Roberts Returns Home

T. Dana Roberts of the T. Dana Roberts Insurance Agency in Oklahoma City, has returned from an extensive motor trip through the southern states. Included in his trip was an extensive sail along the southern coast. He was accompanied by his family.

#### Act to Stop Traffic Jams

OKLAHOMA CITY, Aug. 21.—Following the traffic jam attendant upon the Standard Roofing & Material Company fire, city officials announced that steps will be taken to prevent such a recurrence. The streets leading to the fire were so filled with motor cars that it retarded progress of the fire department in reaching the positions they demanded in fighting the flames.

A plan was submitted by George Goff,

fire chief, calling for the organization of volunteer fire companies at different points in the city for the purpose of handling traffic in such emergencies.

A loss of \$55,000 was entailed by the roofing company, of which about \$35,000 was covered by insurance, it was estimated.

#### Combine Southwestern Offices

The southwestern department of the Niagara Fire and Maryland, both of which organizations recently became part of the America Fire fleet, have been combined with the southwestern offices of the group at Dallas, Texas.

#### Fuller's Daughter Weds

Mr. and Mrs. Guy H. Fuller have announced the marriage of their daughter, Dorothy Allen Fuller, to Dr. Kirkland G. Parks. Mr. Fuller is owner-manager of the Guy H. Fuller Adjustment Company.

#### Must Comply With Specifications

AUSTIN, TEX., Aug. 21.—Drastic action will be taken by the Texas fire insurance department if manufacturers of fire hydrants do not comply with the specifications set out by the department in its work of standardizing fire equipment in Texas, Commissioner J. W. DeWeese has announced.

Towns recently completing work of standardization of fire equipment include Brownsville, Canton, Edgewood, Grand Saline, Henderson, Lubbock, Mineola, Troup, Tyler and Winnsboro.

#### Texas Notes

Fire in an oil well near Liberty, Tex., last week caused a loss of \$200,000.

William Bates, member of Ivy & Schoelman, insurance firm of Houston, died at his home recently.

A music store, bakery and an electric shop at Waxahachie burned from fire of unknown origin. The loss was \$50,000.

E. C. Webster, 79 years old, for years in the insurance business in Houston and Alvin, Tex., died suddenly at his Houston residence recently.

The car shed and 30 cars of the Texas & Brazos Valley Railroad were destroyed by fire at Teague, Tex., with loss of \$50,000 or more, partly covered by insurance. Much wheat was also destroyed.

A severe windstorm, somewhat unusual for this season of the year, struck Nacogdoches, Tex., late last week, blowing down the Baptist church and several residences and unroofing and damaging many more. Though no one was injured, property loss will be heavy.

Fires in Dallas last week damaged the Texas Construction Company's warehouse and office building and did much damage to Emerson & Emerson Company's Produce Company and to two residences. The loss, which will run to near \$20,000, is covered by insurance.

Fire at Port Arthur, Tex., caused more than \$225,000 damage to the refrigeration plant of the Texas Refinery. Officials of the company believe the fire was started by bursting of a coil, allowing gas to escape, which was fired by an electric spark from one of the motors.

## IN THE SOUTHERN STATES

#### HEARING SET FOR SEPT. 7

##### Mississippi Rating Bureau and Auditors Busy Preparing Statistical Data—Increase Loss Ratio

JACKSON, MICH., Aug. 21.—All fire insurance companies doing business in Mississippi have been notified to have representation at a hearing to be held by the state insurance commission at Jackson on Sept. 7. The hearing was postponed from Aug. 13 on account of the illness of E. R. Crowe, president of the commission. The state rating bureau and commission auditors have been busy for several weeks preparing statistical data bearing on Mississippi rates to present at the hearing.

Under state statutes companies operating in the state are allowed a 5 percent return. Statistics on file in the state insurance department, covering experience of fire insurance companies for

the period of 1924-28 show that since 1924 there has been a constant decrease in the fire loss ratio. In 1924 the ratio reached the enormous percentage of 104.4 but in 1928 dropped to 49.2, regarded as extremely low.

#### OPPOSE 10 PERCENT BOOST

##### Charleston Board Calls Upon S. E. U. A. to Rescind Action on Plea City's Fire Loss Is Low

The Southeastern Underwriters Association was called upon to rescind the 10 percent rate increase on mercantile risks in Charleston put into effect in 1926, when the Charleston Board of Fire Underwriters last week unanimously adopted a resolution to this effect.

President J. B. Price of the board pointed out that it was unfair in view of Charleston's low fire loss rate that

it should be penalized because of a possible high loss record elsewhere in the state, and he urged that the city be placed in the excepted class.

The resolution recommended that in case South Carolina laws would make such special action a discrimination in favor of Charleston, the Charleston delegation in the South Carolina general assembly should be requested to modify the insurance law so as to enable Charleston to qualify as an excepted city.

#### RIDICULE OFFICIAL STAND

##### Counsel for Companies Operating in Virginia File Final Brief in Rate Squabble

RICHMOND, VA., Aug. 21.—In their final brief filed in the Virginia fire rate matter pending before the corporation commission, Samuel W. Zimmer of Petersburg and Jordan Leake of Richmond, counsel for carriers, ridicule the position taken by Braden Vandeventer of Norfolk, counsel for the state. Referring to his proposal to reduce fire premiums 18.92 percent, or approximately \$2,000,000 annually, they question the commission's authority to deal with profits from the banking or investment end of the business and attack the state's contention that companies are entitled to earn only 8 percent on their financial structures, including capital and surplus.

"What a senseless proposition this is, with no consideration given at all to the rates charged, no consideration given to the risk or hazard assumed, no consideration given to the volume of business done or the service performed, and, worst of all, no consideration given to our statute which provides that when rates charged have produced a profit in excess of what is reasonable, only then can the commission reduce rates," the attorneys declared.

The companies contend that the 1928 legislature refused to accept in important particulars the report of the Chandler commission which sought to give the corporation commission authority over earnings from investments, and repudiated a provision of the original rate bill authorizing the commission to consider them in fixing rates.

It is charged further that the state repudiated its chief witness at the rate hearings and is seeking to prove its contentions by putting an erroneous construction on much of the evidence and figures of company experts.

#### DISCUSS KENTUCKY REFUND

##### Executive Committee of Agents' Association Meets at Louisville on Important Subjects

LOUISVILLE, Aug. 21.—The executive committee of the Kentucky Association of Insurance Agents, composed of officers and directors, met in Lexington, Ky., last week, for consideration of association matters.

The question of insurance premium refunds to the assured, as decided by the compromise on the advanced rate some weeks ago, was discussed and it was believed that said refunds would reach the assured about Sept. 15.

Another matter discussed was in regard to arrangements tentatively made at the state meeting in Louisville last June, whereby the state body will name a committee to work with the Kentucky Actuarial Bureau, in rating matters, so that the agents will have better opportunity to be considered, etc., before changes are made, or announced.

The state association has reached the five year quota of membership that had been set, but is going right ahead in efforts to sign up every legitimate agent in the state.

The committee also decided to appoint a special committee, to be named by President Harry B. Wilson, of Irvine,

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to call on State Auditor Clell Coleman and ask him for steps to be taken at once in the matter of naming an insurance commissioner, ready to take active charge of the office.

Another matter discussed was that of a bill to go before the next legislature for an agency qualification law, to protect the policy writing agent from part-timers and solicitors of one kind or another, or brokers. It is said that the proposed agency qualification law would be free of any restraint on properly conducted bank agencies, and before being introduced will be submitted to bankers for their approval or suggestion. The bill would be for protection of all legitimate insurance agents, or policy writing agents, in an effort to break up the practice of non-policy writing agents, with no overhead, drawing commissions equal to those of the policy writers.

Every member of the executive committee was present.

### CHECK PASSER IDENTIFIED

Man Who Used Name of McConnell Is  
S. A. Adams, Former  
Field Man

LOUISVILLE, Aug. 21.—A cold check artist who appeared in Louisville just recently and slipped over a bad check of \$20 on Frank Nelson, manager of the Western Adjustment & Inspection Company, using the name J. C. McConnell, has been identified by several insurance men as S. A. (Babe) Adams, who formerly was in the field for fire insurance companies.

E. W. Watson, manager of the Midland Insurance Agency Company, of Cincinnati, O., also cashed a check for him. They were in the Oklahoma field together. Letters received from Dallas, Tex., also identified the man as "Babe" Adams, and others from Oklahoma City, identified him as the same person. Adams is well posted regarding fire insurance. In most of his approaches he starts off with a story regarding an accident in which his Buick car has been damaged, and which has left him short of ready funds, while on a tour of the east.

### TOBACCO HARVEST IS EARLY

Means Long Insurance Season—Gov-  
ernment Estimates Big Crop But  
Drouth Damage Seen

LOUISVILLE, Aug. 21.—Insurance on tobacco in barns in the burley tobacco growing districts of Kentucky is starting quite early this season, for two reasons. Planting was early, while drouth and wildfire determined growers in cutting their early planted tobacco early. Late tobacco may improve with rains, but early tobacco matured and had to be cut. Tobacco now cut will start to market the early days of December, and continue moving until next April, meaning insurance covering four to seven months in the barn.

Western Kentucky, in the dark tobacco sections has had good rains, and is showing good progress. Central northern and eastern Kentucky, including the bluegrass, has been through a long drouth, causing early planted tobacco to mature without gaining proper size or weight. Late planted tobacco needs rain badly.

The United States Department of Agriculture in a report issued Aug. 12, as regards condition on Aug. 1, estimated the total Kentucky crop, of all grades, at 387,828,000 pounds, as compared with 300,600,000 pounds in 1928; and an average for the preceding five years of 369,693,000 pounds annually. On Aug. 1, condition was given at 75 percent, as compared with 67 percent last year on the same date.

At the time this crop report was compiled the drouth had not been of sufficient length or intensity to give a good indication of the conditions as later de-

veloped. Acreage was about 19 percent larger this year in burley tobacco, but yield will probably prove smaller than last year.

### Discuss Kentucky Refund

LEXINGTON, KY., Aug. 21.—A large number of members of the Kentucky Insurance Agents Association met this week in Lexington for the purpose of discussing the refund due from the fire insurance companies to policyholders and it was announced that this refund likely would be taken care of by Sept. 15.

### May Seek Other Connections

LOUISVILLE, KY., Aug. 21.—It is reported that some seven companies will be scampering about looking for local agency connections as a result of Gaunt & Harris having taken over the old Barbee & Castleman Agency, and announced plans for dropping seven companies. In the case of some companies that have been with the Barbee & Castleman agency for many years, it may work something of a hardship, where such companies now have three agents, as under later adopted board rules a company may have but two agents, but a provision was made to take care of such companies as had more than two agents at the time the rule was adopted. If a company is resigned thereafter it can have but two connections in board offices.

### Julian to Be Chairman

Frank N. Julian, president of the Bankers Fire & Marine of Birmingham and former insurance superintendent of Alabama, has consented to act as district chairman in Alabama for the contest committee of the inter-chamber fire waste contest.

### Approve Qualification Law

The St. Petersburg, Fla., Insurers' Exchange has approved the agents' qualification law passed recently by the Florida legislature by passing a resolution expressing to that effect and offering the fullest cooperation in seeing that the provisions of the law are complied with in St. Petersburg.

### Watson With Hurt & Quin

Hurt & Quin, general agents of Atlanta, announce that Marion N. Watson has been appointed special agent for Alabama. His office will be in the Bell building at Montgomery. He succeeds A. D. Tobin, Jr., who has resigned. Mr. Watson traveled in the state for the Alabama Inspection & Rating Bureau for three years. He is a graduate of Emory University.

### Executive Committee Meets

AUGUSTA, GA., Aug. 21.—The executive committee of the Georgia Association of Insurance Agents will hold its summer meeting Aug. 24, in Macon.

### First to Make Refund

The Liberty Fire of Louisville, Ky., is the first fire insurance company in Kentucky to send to State Auditor Clell Coleman of this city its refund to the policyholders. This company has forwarded to Coleman its check for \$3,800, the amount representing the refund which the company must make the policyholder under the agreement reached in compromising the 12½ percent rate cases.

### Probe Suspicious Alabama Fires

A number of suspicious fires in Alabama are being investigated by the state fire marshal's office. Included in the blazes were those which destroyed business houses at Doanoke and Lapine, Ala., and a school at Clanton, Ala.

### Coconut Grove Gets Reduction

COCONUT GROVE, FLA., Aug. 21.—Fire insurance rates on Coconut Grove improved property will be reduced by all companies operating in the Greater Miami district within the next few weeks. J. H. Holmes of Jacksonville, manager of the Florida Inspection & Rating Bureau, has had a corps of special agents of the bureau at work re-rating Coconut Grove. A survey of the district was also made by an engineer of the Southeastern Underwriters Asso-



ciation. Additional hydrants, high pressure water mains and a complete alarm system have been installed in Coconut Grove, and in addition fire fighting apparatus is stationed there.

The exact amount of the reduction in rates will not be known until the present survey is completed.

#### Accident Shows Faults

LOUISVILLE, KY., Aug. 21.—Blowing out of a water back in a boiler at the Crescent Hill pumping station of the Louisville Water company, August 14 left most of the city with only about 20 pounds pressure, for two hours or more. It called attention of company officials to two dangerous conditions which will be remedied. One is need for private telephone lines between operating departments. Every line was busy with calls of curious people so that officials could not get in contact with departments. It also showed that this kind of accident could occur. When the back went out it drowned fires under boilers and engines stopped for lack of steam until emergency boilers could be placed in service. Fortunately there were no fires during the period.

#### Kentucky Notes

The Kentucky firemen's association will hold its annual convention Sept. 3-5 in Ashland.

C. E. Springer, assistant manager of the Kentucky Actuarial Bureau, Louisville, is in Columbus, O., on a vacation trip.

Mayfield, Ky. reports a big decrease in fire losses for the first six months of this year. Paducah, Ky. reports a decrease of \$25,000 for the past two years.

H. F. Hambright & W. J. Collins of

Middlesboro, Ky., have organized a new insurance agency under the name of Hambright & Collins.

F. G. Wolf, manager of the Louisville office of the Underwriters Adjustment Co., of Chicago, has returned to his office, after a vacation trip to Wisconsin.

C. Edwin Fieldhouse, special agent for the Home of New York in Kentucky, was married on Aug. 10, to Miss Lillian Traut, of Milton, Ky.

J. W. Jeffers, operating the Jeffers Insurance Agency, at Frankfort, Ky., has taken over the business of the late James N. Miles, of Frankfort, who died in that city on July 10, at the age of 73 years.

George C. Cundiff, manager of the farm department of the Home, in Kentucky, has returned to Louisville, after a few days with the western farm department office in Chicago.

Hart Wallace, well known local agent at Shelbyville, Ky., who has been ill for several months, is in the Kentucky Baptist Hospital, Louisville, for observation and treatment.

Ben A. Adams, millionaire owner of the Ben A. Adams Insurance Agency, of Covington, Ky., is off for a few weeks in the northern woods of Minnesota, to do a little fishing.

Herbert W. Robertson, who some weeks ago underwent an operation at the Mayo Clinic, Rochester, Minn., for an internal goitre, has fully recovered, and is again traveling Kentucky as state agent for the Hanover.

C. B. Harrison, insurance agent and cashier of the Farmers-Peoples Bank, at Milan, Tenn., has announced that he is consolidating the agency of his late father, J. R. Harrison, with his own. J. R. Harrison died at the age of 80 years. He represented the National of Hartford and Continental; while C. B. Harrison had the Hartford and Aetna.

A charter has been granted the Martin Realty & Insurance Agency of Norfolk. Officers are: H. D. Martin, president; A. H. Scholz, vice-president; L. F. Whitehurst, secretary. Maximum capital is limited to \$15,000 and minimum to \$1,000.

## ON THE PACIFIC COAST

### GOODWIN MOVEMENT GROWS

California Agents Are Elated Over Favorable Reaction Among National Association Leaders

SAN FRANCISCO, Aug. 21.—News received in California from influential circles within the National Association of Insurance Agents that leaders in the organization are considering Percy H. Goodwin for chairmanship of the executive committee had a very favorable reaction among leading agents of the state this week.

Several who have been approached from eastern circles during the past month reported that they were heartily in favor of Mr. Goodwin's advancement and also appreciated the consideration given California by the principals in the national body. Naturally Californians who have worked with Mr. Goodwin for many years feel that he is eminently qualified for the honor and express themselves as being gratified that the National association should recognize the service which he has given.

For some time agency leaders in California have felt that recognition of this section of the country would be in line, inasmuch as California produces the second largest volume of casualty business in the United States, ranking almost as high in fire premiums and in selecting a man from this section of the country no one more highly qualified or more deserving of the honor could be chosen than Mr. Goodwin. He has been untiring in his sacrifice of time and energy in advancement of the National association in this territory.

There is no question but that the selection of Mr. Goodwin would be a happy one and that he would receive the wholehearted support of his contemporaries throughout the state. Such an honor coming to Mr. Goodwin would without doubt have a stimulating effect upon the California Association of Insurance Agents, of which he is first vice-president. Companies also have a high regard for his ability and judgment.

### NOT AT ALL SUPERSTITIOUS

Commissioner Mitchell of California Has Thirteens and Fridays Plastered All Over Home

SAN FRANCISCO, Aug. 21.—E. Forrest Mitchell, insurance commissioner of California, is the first director of the new department of investment regulation, created at the last session of the legislature and including the real estate, insurance, banking, building and loan and corporation commissions.

Mr. Mitchell will sit as a member of the governor's council and serve as the directing head of these commissions for six months in accordance with the new law. Selections of the director of the department is made by "lot." Mr. Mitchell won the second draw and then drew slip No. 1.

Commissioner Mitchell makes the thirteenth member of the governor's cabinet. Born on a Friday which incidentally fell on the 13th, it is but natural he should draw the lucky number. Such a combination of "thirteens" could not fail to make him the first director of the newly created department, he says.

Serving the state and federal government in various capacities, Mr. Mitchell has been prominent in California public affairs for many years. From 1911 for about 13 years he was connected with the insurance department as assistant commissioner so that he is entirely familiar with the duties and many ramifications of his office. He plans to attend the meeting of the National Convention of Insurance Commissioners in Toronto next month.

The new state department or division will meet in Sacramento regularly, the first meeting being held August 14, the day the new law went into effect. A special meeting will be held in Los Angeles August 28th.

Commissioner Mitchell announces the appointment of Frank L. Guereña as attorney for the insurance department. Mr. Guereña has been in the state's service for a number of years, 12 of

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which were as a deputy in the attorney general's office. For the two years just past he has been counsel for the California tax commission.

## Cook Heads Washington Pond

SPOKANE, WASH., Aug. 21.—W. C. Cook was elected most loyal member of Washington Blue Goose at the annual meeting held at Hayden Lake. H. C. Rowles, North British, was chosen supervisor; A. U. Hoelting, Home of New York, custodian; Mark D. Dearborn, Great American, guardian; R. J. Tegee, independent adjuster, keeper, and C. A. Coffey, London & Lancashire, welder.

## Hartford Office Moves

The Seattle service office of the Hartford Fire will remove to the new Hartford building, Second avenue and James street, where the company will occupy the entire second floor.

## All Under One Roof

The Pacific Coast headquarters of the Aetna, World Fire & Marine and the Century Indemnity will be located at 230 Bush street, San Francisco, after Sept. 1. The Century has heretofore been operated under separate roof than the fire companies.

## Schumm on the Coast

Arthur H. F. Schumm, vice-president of the Ajax, Essex and the Sussex Fire, all of Newark, N. J., is on a business trip to the Pacific Coast, where he will study underwriting and general business conditions at first hand.

## Kelly Takes Offices

Wallace Kelly, who recently arrived in San Francisco to become Pacific Coast manager for the Seaboard Fire & Marine, has established offices at 40 Leidsdorff street, a ground floor location. Leslie Tindell of San Francisco has been appointed by Mr. Kelly as his assistant.

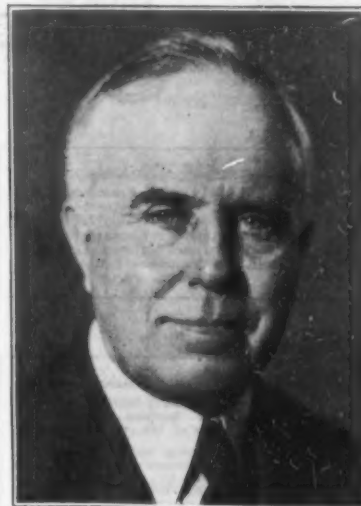
## Heads Santa Ana Agents

John A. Henderson of Robbins-Henderson has been elected president of the Santa Ana (Cal.) Association of Insurance Agents, succeeding C. H. Phillips. W. B. Martin was elected vice-president and Harold Harrison, secretary-treasurer. O. M. Robbins and C. H. Phillips, with the officers, comprise the executive committee.

## Gilmore Succeeds Smith

SEATTLE, WASH., Aug. 21.—William W. Gilmore has succeeded George Ormond Smith as Pacific Coast manager

## No Superstitions



E. FORREST MITCHELL

E. Forrest Mitchell, insurance commissioner of California, is a believer in Friday and 13. He was born on Friday which fell on the 13th of the month. He is the 13th member of the governor's cabinet. For 13 years he was connected with the California insurance department as assistant commissioner.

and vice-president of the London & Lancashire. Mr. Smith is retiring on account of incapacity brought on through an automobile accident. He has been with the company since 1913 and Mr. Gilmore since 1910.

## Coast Notes

Oakland puddle of the San Francisco Blue Goose is holding a party Aug. 30.

Arnison Hoskisson, Salt Lake City chain store grocer for many years, who recently disposed of his business, has gone into the general insurance business, opening an office in the McIntyre building.

The Associated F. & M. and Associated Indemnity have opened a service office at 307 Empire building, Spokane, Wash., which will be in charge of Special Agent R. J. Wilton.

William G. Thompson has been elected president of the Napa county, California Association of Insurance Agents succeeding John Mount who recently resigned owing to the stress of personal business affairs.



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## IN THE MOUNTAIN FIELD

## WYOMING GIVEN REDUCTION

New Rate Schedule Lowers Rates on  
Dwellings and Mercantile Risks in  
Protected Towns

CHEYENNE, WYO., Aug. 21.—Commissioner Theodore Thulemeyer after several conferences with L. H. Simonton, manager of the Mountain States Inspection Bureau at Denver, which makes rates for Wyoming, Colorado and New Mexico, has announced that material reductions have been obtained in rates on dwellings and mercantile property in those cities of Wyoming having fire protection. These rates are effective on all policies written after Aug. 15.

The companies' filings on their experience indicate that towns having fire departments have had a reduced loss ratio the past five years, while towns having little or no protection show a higher loss ratio. This is also true of farm insurance. For this reason the reductions desired by the commissioner will be applied only to mercantile risks and dwellings in the towns with fire protection.

A reduction of 10 percent in protected towns will be immediately effective on all ordinary mercantile risks, both buildings and contents, while the new dwelling rate schedule showing reduction of 10 to 15 percent will be effective at the same time.

Commissioner Thulemeyer said in commenting on the new rates:

"The fire companies through their rating organization have furnished this department with statistics as to their premiums and losses and have given consideration to the claims of this department that the state of Wyoming was entitled to a reduction of rates. The question of the application of these reductions is one involving a large amount of detailed technical study, in which my office has had Mr. Simonton's full cooperation, and it is estimated that the savings in these new rates to the people of Wyoming will be from \$125,000 to \$150,000 a year."

Laramie, in addition to the reductions above outlined, has so improved its fire department and water supply that it has been given a new classification by the Mountain States Inspection Bureau, with lower basis rate tables.

## Names Standart &amp; Main

Standart & Main, Denver agency, has been appointed general agent for the American Central of St. Louis in Colorado, Wyoming and New Mexico.

Standart & Main have made an outstanding success in the general agency business and are familiar with the problems that confront local agents. Col. Sam F. Woolard, who has supervised the company's business in Kansas and Colorado for 35 years, will continue his field work in Kansas, with headquarters at Wichita.

## EASTERN STATES ACTIVITIES

## LICENSE REQUIREMENT BROAD

New Hampshire Commissioner Elaborates on Recent Order on Handling of Business

BOSTON, Aug. 22.—The recent order sent out by Insurance Commissioner John E. Sullivan of New Hampshire, with reference to the laws, regulations and rules governing the solicitation of insurance in that state, raised such a hullabaloo among company officials that an attempt was to have the commissioner more fully explain in detail his original order. The commissioner says he has no hesitancy in attempting to amplify the intent of the order which relates entirely to foreign insurance companies and their practices adopted in the solicitation of business in New Hampshire.

"It must be admitted," says the commissioner, "that the business of insurance in the state when proceeding pursuant to our public laws, should be confined to persons or corporations who hold a license from the department. Many authorized companies, through methods adopted, are accepting business from unauthorized brokers and agents, sending their business along to their resident licensed agent for his signature. The mere fact that such policies are countersigned by a resident agent is not sufficient to reconcile the fact that the business was originally obtained or negotiated by unauthorized persons."

## Special Agents Included

"Not only are companies involved in the foregoing," he continued, "but many of the sizeable brokers as well. Special agents or other company representatives who may accompany a resident, licensed agent in the solicitation of business are actually competing for business and render very valued assistance. Though such representatives are on a salaried basis and do not participate in commissions or premiums payable, the fact remains that when they are so proceeding they are actually soliciting and in order to do so

legally or morally they should be licensed, if non-residents, as brokers. The main intent of the order was to stress that the transaction or negotiation of insurable risks is confined to authorized persons in the state.

"Many companies have harbored the idea that they may accept business from their agents who may be licensed as such in another state, which is in error. A branch manager accompanying an agent to look over a risk must be licensed. In the case of pay roll auditors and also lawyers who may collect overdue premiums for an insurance company, I should hesitate, but our law specifically provides that only authorized persons may collect insurance premiums."

## BOSTON PREMIUMS SHOW DECLINE FOR HALF YEAR

BOSTON, Aug. 21.—Premium returns on Boston's fire and sprinkler leakage business for the first six months of 1929, as shown by the companies' figures filed with the Boston Protective Department, total \$4,297,914, which is \$410,465 less than for the corresponding period of last year.

On the six months total for 1929 the stock companies contributed \$4,061,273 and the mutuals \$236,641.

The ten companies showing the highest returns for the period are as follows:

Home, N. Y.	\$111,877	Great Amer.	72,469
Aetna	85,745	National	71,205
Royal	85,331	Hartford	69,499
Ins. Co. N. A.	77,111	L. & L. & G.	63,348
Penna.	75,660	Contintl.	56,216

## Bennett Makes Suggestions

NEW YORK, Aug. 21.—At the suggestion of T. M. Baldwin, Jr., superintendent of insurance for the District of Columbia, Walter H. Bennett, secretary of the National Association of Insurance Agents, has submitted his views concerning the bill now before Congress proposing a general revision of the insurance laws of the District. He espe-

## TODAY

Buyers of insurance are demanding the best. Realizing this the Twin City Fire has developed until it is able to serve them completely and satisfactorily in all their insurance problems.

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**TWIN CITY FIRE**  
INSURANCE COMPANY

Minneapolis

Minnesota

cially sets forth his ideas as the need for amending the measure, to include a resident agency section.

#### Blair County's New Officers

ALTOONA, PA., Aug. 21—Officers were elected by the Blair County Association of Fire & Casualty Agents which is acting as host this week to the state association being held in this city. The following were named: President, Paul N. Faris; vice president, Homer F. Hanson; secretary, Mary G. Kilday; treasurer, W. E. Brumbaugh; directors, John N. Drass, retiring president; W. L. Nicholson, Don W. Craine, Harry Martin, T. Chester Parsons, Louis Leix, P. J. Reilly, Leopold Bendheim and J. E. Gable.

#### Opens Buffalo Office

BUFFALO, Aug. 21—Widman & Co., specialists in insurance stocks, is opening a Buffalo office at 1217 Liberty bank building. Edward S. Pratt, Buffalo investment banker, will be in charge of the office, assisted by Charles A. Stephens.

#### Investigate Abuse of Credit

ROCHESTER, N. Y., Aug. 21—A special committee has been appointed by the Underwriters Board of Rochester to begin a campaign for the reduction of the abuse of credit in purchasing insurance. Louis C. Hock has been made chairman of the committee in charge of the effort.

#### Brockett Up for Supervisor

Roy R. Brockett, vice-president of A. A. Bettinger & Co., Buffalo, has been nominated for supervisor of Tonawanda, Buffalo's largest residential suburb. Kenmore is a part of the town, Mr. Brockett now being mayor of this village. The supervisorship is a decided political advancement under New York state's system of town government.

#### Companies Pay \$809,855 Tax

Checks have been mailed to the various counties totaling \$809,855, representing two percent Pennsylvania tax imposed on the business of foreign fire insurance companies for last year. Those checks are sent to the municipal subdivisions for use of firemen's relief associations. Foreign fire insurance companies during 1928 collected \$40,492,732 in premiums from Pennsylvania patrons.

#### Eastern Notes

The Zurich Fire of New York has been admitted into Pennsylvania.

Horace M. Hunt has opened a general fire and casualty agency at 101 Main street, Hamburg, N. Y.

Frederick J. Hoxie, technician for the Boston Insurance Association and specialist in mill insurance, died in Providence, R. I. the past week.

A charter has been issued incorporating the Pennsylvania Insurance Underwriters of Pottsville, Pa. The company has a capital stock of \$5,000. Incorporators include E. J. Bradley, treasurer, Joseph H. Zerby and E. S. Filbert, all of Pottsville.

Lee R. Walker, proprietor of the Walker Insurance Agency at Columbus, Ind., which he has conducted about three years, has sold the business to the King Insurance Agency, of which Oliver King is proprietor. The King company moved to the offices of the Walker company.

#### How Much Damage Can an Automobile Do?

Property damage insurance is usually bought by automobile owners to cover the damage that their cars might do to other automobiles. The possibility of an automobile doing frightful damage to other property, however, is graphically pointed out in the latest issue of the "Hartford Agent." By word and picture the story is told of how a huge oil truck turned completely over on one of the main streets of Pittsburgh recently and did damage to buildings and contents running into many thousands of dollars.

## MOTOR INSURANCE NEWS

### SIX AUTO CLUBS QUALIFY

Other California Organizations File Intentions Under New Law Giving Department Control

SAN FRANCISCO, Aug. 21.—Six automobile clubs of California have already qualified under the new law regulating such organizations under the supervision of the state department. They are the Automobile Club of Southern California, National Automobile Club, operated by companies in the Pacific Coast Automobile Underwriters Conference; California State Automobile Association, American Automobile Owners Association of Los Angeles, North American Automobile Owners Association, and Pacific Coast Automobile Club.

#### Requires \$100,000 Bond

Among requirements is provision for deposit of \$100,000 cash, securities or surety bond. The organization and its salesmen are compelled to have licenses hereafter in California and submit to examination the same as carriers.

Four other organizations have filed their intentions to qualify. They are the Pacific Coast Automobile Association, San Francisco; North American Automobile Association, Los Angeles; E. Broox Randall & Sons, Inc., Hollywood, and Great American Automobile Association, Los Angeles.

The department sent out notices to 100 automobile clubs whose names were found after investigation. Of this number approximately 20 percent have been returned as not deliverable. It is ex-

pected that a number of others will retire from business.

In his letter to the clubs Commissioner Mitchell requested that they file copies of articles of incorporation, by-laws certified by the secretary of state; in the case of nonprofit organizations a certificate from the same official showing that corporation laws have been complied with, and in event the stock is held by the public, a certificate that requirements of the corporate securities act have been met.

#### Take in Police, Firemen Free

ST. LOUIS, Aug. 21.—The Automobile Club of Missouri, which operates an inter-insurance exchange for its members, has started a drive to bolster up the membership in both the club and reciprocal by extending to policemen and firemen of St. Louis the privilege of joining the club without paying the customary \$12 a year dues.

The club has no information as to how many of the 1,600 policemen in St. Louis own automobiles. Fire captains recently made a canvass and reported 605 of the 900 members of the fire department own automobiles.

#### St. Louis Rates Cut

A decided reduction in automobile fire and theft rates in St. Louis and other important Missouri cities is now in effect. The liability and property damage rates have not been changed. In some sections of the state there has been a slight increase in the fire and theft rates on some classes of automobiles. One of the largest reductions made was on Ford Model A cars. The former rate was 95 cents per \$100 and new rate is 55 cents, a reduction of 42 percent. The theft rate of these cars is \$2.90 a \$100, a cut of \$1.

## IN THE CANADIAN FIELD

### TEN AVIATION FATALITIES

Canadian Figures for Second Quarter Given—Number of Aircraft and Pilots Increase

OTTAWA, CAN., Aug. 21.—Rapid progress in aviation throughout Canada is shown in figures recently compiled for the quarter ending June 30. During the period 113 new aircraft were registered in Canada, bringing the total number of commercial and private machines in the country up to 337.

A review of accidents over the quarter show that there were seven in which six pilots and four passengers were killed and one pilot seriously injured. These figures do not include the accidents to government service machines. The accidents occurred in four flying clubs, two commercial flying firms, and one manufacturing concern. It is pointed out as a significant fact that no accidents occurred in regular passenger or mail service and that all fatalities occurred on short hops, test flights, joy hopping, flight and instructional work. Stunting passengers was the cause of several accidents. During the year 1928 only 10 persons were killed or died as a result of flying accidents while 8 were seriously injured.

During the quarter 40 private pilots received licenses in addition to 63 commercial pilots and 36 air engineers or mechanics. Seventeen airports were granted licenses. To date there are 221 private pilots in Canada, 273 commercial pilots, 253 air engineers and 53 licensed airports.

#### New Company in Quebec

MONTREAL, CAN., Aug. 21.—A new fire and casualty company has been incorporated in Quebec under the name of Great Canadian Insurance Company. The head office is in Montreal, and the

capital 10,000 shares of \$100 each. The incorporators are: Hon. Narcisse Pérodeau, formerly lieutenant-governor of Quebec; William R. G. Holt, investment banker; Charles B. Grier, stock broker; Pierre J. Jerrin, manager, and Gordon S. Westgate, financier. Mr. Perrin is manager of the Trans-Canada and chief agent in Canada of the Milwaukee Mechanics', Sussex Fire and associated interests.

#### Losses Show Gain

According to the "Monetary Times," fire losses in Canada, for the week ending Aug. 7, are estimated at \$256,200, as compared with \$171,700 for the corresponding week of 1928.

From Jan. 1 to Aug. 7, 1929, fire losses in Canada are estimated at \$17,410,850, as compared with \$11,829,900 for the period covering Jan. 1 to Aug. 8, 1928.

According to the same source, fire losses in Canada for the month of July, 1929, are estimated at \$5,026,600, as compared with \$1,490,800 for July, 1930. The losses, divided by provinces, are as follows: Alberta, \$846,000; British Columbia, \$1,974,000; Manitoba, \$100,000; New Brunswick, \$2,000; Nova Scotia, \$60,700; Ontario, \$695,700; Prince Edward Island, nil; Quebec, \$531,100; Saskatchewan, \$317,100; with an estimate of \$500,000 for unreported losses.

#### Forest Fire Situation Better

Although forest fires are still raging in British Columbia, and this week swept 400 acres of the May Lumber Company's logging operations, between Cowichan and Duncan, Vancouver Island, destroying over 2,000,000 feet of felled and bucked timber, generally elsewhere the situation is better. In the Kenora district, Ontario, two new fires were started by careless campers and it is taking 100 men to fight these fires. The mining region in northwestern Ontario, some five fires are reported as raging in the vicinity of Woman Lake, but recent reports state heavy rains are falling, and will likely end this situation. A few fires have been reported from the Pas-

mining district in Manitoba, but outside these conditions in Manitoba are good, no serious damage being anticipated to valuable timber stands or to outlying settlements.

#### Extend Rate Reduction

Following their recent announcement of a reduction in fire rates in eleven western cities, the secretary of the Western Canada Fire Underwriters Association now has extended the same reduction to the following cities, viz.: Dauphin, Neepawa, Portage La Prairie, Souris, St. James and Virden, in the Province of Manitoba; Estevan, Indian Head, North Battleford, Swift Current, Weyburn and Yorkton, in the Province of Saskatchewan; and Drumheller, High River, Macleod, Red Deer and Wetaskiwin, in the Province of Alberta. The reduction reduces the rates on all dwellings, both building and contents, by 25 percent, while apartment blocks receive a reduction of 10 percent to apply to those eligible for triennial insurance at double the annual rates.

#### Victoria District Agents Elect

At the annual meeting of the Victoria District Fire Insurance Agents' Association held here recently, F. W. Waller of Right Consolidated, was elected president. S. G. Clark of Branson, Brown & Co. vice-president, and F. F. Fatt was re-elected secretary-treasurer.

#### Canadian Notes

Two large elevators were destroyed by fire at Manitou, Man., with a loss of over \$70,000. The loss is covered by insurance.

## Casualty Notes

The American Indemnity of Galveston has been licensed in West Virginia.

The Pennsylvania department has admitted Transportation Indemnity.

License to operate in Oklahoma has been granted the Transportation Indemnity of New York.

The Constitution Indemnity has appointed Brown & Nary general agents for Seattle and vicinity.

The Transportation indemnity of New York has applied for admission to Oklahoma.

The Consolidated Indemnity of New York and the General Casualty of Seattle have been licensed in Montana.

William H. Witt Company of Portland, Ore., have been named as Oregon general agents for Metropolitan Casualty.

R. L. Savage, formerly with the Employers Liability at Greensboro, N. C., has joined the claim adjusting staff of the United States Fidelity & Guaranty at Richmond.

The United States Casualty has qualified with the Oklahoma corporation commission to write public carrier automobile liability and property damage insurance in that state.

Sparkman & McLean, Seattle, have been appointed general agents for Independence Indemnity. The appointment was made by W. Rae Dempsey, resident secretary at San Francisco.

A. L. Johnson, vice-president and general manager of the Public Fire of Newark, N. J., was in Chicago last week visiting the western department and C. C. Blackwell, manager.

Franklin Davies, supervisor of agents for the Maryland Casualty, with headquarters at Baltimore, spent several days last week in Oklahoma City, a guest of the T. E. Braniff Company.

Dr. William R. Moore, 81, for 14 years medical examiner for the Ohio Industrial commission at Columbus, died this week after a six weeks' illness. He had a wide acquaintance among insurance men.

A digest of the financial responsibility law of New York, passed at the recent session of the state legislature, and which becomes operative Sept. 1, has been prepared by the New York State Automobile Association and is being distributed by the Insurance Federation of New York.

The large tract of land where the new Aetna Life building is being constructed, at Farmington avenue and Sigourney street, Hartford, is humming with activity. The structure will be a notable addition to the list of palatial and imposing homes of insurance.

H. M. West, adjuster for the Aetna Life at Tulsa, Okla., is spending two weeks in Oklahoma City, substituting for C. A. Johnson, claim adjuster of the E. R. Ledbetter Company, who has gone to Colorado for a fortnight's vacation. Mr. West was connected with the Ledbetter Company previous to his removal to Tulsa.



# The National Underwriter

August 22, 1929

CASUALTY AND SURETY SECTION

Page Thirty-seven

## Companies Now Are Air Minded

Policies Greatly Liberalized with Rapid Growth of New Transportation

### NO CHANGES IN CLAUSE

Passengers on Licensed Lines Are Covered Without Extra Premium Under Standard Form

NEW YORK, Aug. 21.—Practically all personal accident writing companies now assume, without additional premium charge, liability for death or injury of an assured while riding as a fare-paying passenger in an airplane operated by a licensed pilot, and traveling over an established passenger route.

When airplanes first came into use, and until recently, company officials deemed the hazard so severe that liability for loss sustained thereunder was specifically excluded. Appreciating however, that aerial transportation has become a fixture in this country as it has been for some years in Europe, and that it is destined to grow in popularity now that the Pennsylvania and New York Central have incorporated airplanes as part of their passenger transport service, carriers are granting coverage freely.

#### Have Standard Form Now

The standard form adopted by the National Bureau of Casualty & Surety Underwriters, accepted in its entirety by some member offices and with only slight alterations by others reads:

"Under the accident and disability policy forms listed herewith the company will pay indemnity to the extent of the minimum amount provided in the policy, for any loss specified therein which shall result from injuries sustained while the insured is riding as a fare-paying passenger either in a licensed passenger airplane or a licensed passenger dirigible airship owned and provided by an incorporated passenger carrier and while operated by a licensed passenger pilot over a definitely established regular passenger route of such carrier and between definitely established airports.

"This extension shall not cover loss sustained in any airplane or dirigible airship while it is being used for flights over water in excess of 100 miles, or more than 50 miles from land, sight-seeing or special or chartered flights, or in any military or naval airplane or dirigible or in any form of aviation travel or hazard not hereinbefore specified, nor shall it cover injuries sustained by any person riding on a pass, or while acting as a pilot, mechanic or member of crew of an airplane or dirigible.

"Nothing herein contained entitles the insured for any such loss to the double, triple or quadruple indemnity, if any, specified in such policy.

"This free protection supersedes all previous airplane coverage endorsements

## Western Department Is Inaugurated in Chicago

READY FOR BUSINESS SEPT. 1

J. T. Jones, Veteran Surety Manager, Directs New Office of United States Guarantee

The United States Guarantee of New York has established a western department in Chicago, in charge of Vice-President John T. Jones. The office was opened just last week and it is said will not be ready to start underwriting until Sept. 1.

The territory it will cover will be Illinois, Michigan, Ohio, Indiana, Wisconsin, Minnesota, the Dakotas, Nebraska, Iowa, Kansas, Missouri and possibly Kentucky and Colorado.

Mr. Jones, whose elevation to the vice-presidency of the company has not previously been announced, comes from 15 years' experience with the Aetna Life and affiliated companies as manager of the government service bureau and of the Washington, D. C., branch office, the latter post dating from 1921. He joined the United States Guarantee on July 1.

Mr. Jones was president of the Insurance Club of Washington in 1924 and 1925 and for several years has been a member of the board of trustees of the Insurance Federation of America. All of his insurance career has been in the surety end. After looking over the field he will move his family to Chicago.

The United States Guarantee, organized in 1890, has as one of its principal backers the great New York insurance firm of Chubb & Son, and as a consequence the western department is located in the same office with Chubb & Son, A-957 Insurance Exchange.

and is effective until further notice for losses resulting from injuries sustained on and after March 1, 1929."

One leading Hartford company now issues tickets to air travel passengers, agreeing to pay \$1,500 in event of death of the assured or \$5 weekly indemnity during disability period, charging a \$5 premium.

Airship operators, builders, owners, instructors or parties making trial ascensions, are not insurable.

The Standard Oil, and other large corporations, maintain a fleet of planes of its own, finding these of great service in conducting operations. It is entirely probable that a form of coverage will be prepared in the near future to cover risks of this character, it being assumed that companies seeking such protection can afford to and do use planes of a thoroughly approved type, guided by experienced pilots.

While a number of death claims and numerous injury cases have been paid by different companies, underwriting experience on airplane accidents on the whole has not been unfavorable thus far. It is expected to improve with the growth of landing fields and installation of additional safety devices on machines as suggested by their increased use.

It was disclosed in data secured by the federal government covering plane flights on over 70,000,000 miles in 1928, that 1062 accidents occurred.

## Western Office Is Opened by Consolidated Indemnity

MANNING PLACED IN CHARGE

New Resident Vice-President in Chicago Has Had 31 Years' Experience in Insurance

A western department has just been organized in Chicago by the Consolidated Indemnity of New York with John A. Manning as resident vice-president. The Consolidated has affiliations pending or approved in all states of the Union. It was licensed in New York in November, 1928, and in Illinois, a short time ago. At present the company is writing only surety bonds, burglary and plate glass, but eventually expects to expand into most casualty lines.

The last statement at the close of business Mar. 31, shows total assets of \$6,348,318, capital stock \$1,200,000 and surplus \$4,987,563.

The company has a comparatively small amount of business in force, its reserves for unearned premiums pro rata being only \$25,382, and reserves for unreported claims only \$563. A depreciation reserve of \$113,906 was carried. However, it is authorized to have capital of \$20,000,000, and plans are on foot to subscribe a substantial part of this in the near future, it is said.

Mr. Manning, although he is a young man, has had 31 years insurance experience, but he started as a boy with the Towner Rating Bureau in New York. He was with the American Surety for 14 years, leaving as assistant to the vice-president, and then was with the Fidelity & Casualty for seven years, a part of the time as promotion manager. He was in charge of the New Jersey field for the Indemnity of North America, and later also directed the eastern field.

Mr. Manning recently was branch manager in New York for the American Employers, and before going with the Consolidated was manager of the bonding department in the New York office of the Constitution Indemnity.

The Chicago office, which was opened Thursday of last week in room A-2007 Insurance Exchange, is the fifth large office that Mr. Manning has organized. As yet he has made no appointments in the field, but expects shortly to do so.

## Haines Appointed New U. S. Manager Succeeding Berger

James M. Haines, assistant United States manager of the London Guarantee & Accident, has been appointed United States manager to succeed the late C. M. Berger, according to a cable dispatch this week.

Mr. Haines is now at the head office in London conferring with high officials. He joined the company in 1907 in London, later becoming superintendent of the liability department and then superintendent of agents. Mr. Haines was appointed assistant United States manager in 1923.

## Plan to Absorb Service Bureau

Proposal Before National Casualty Bureau to Modify Rules for Uniformity

GROUP IS 12 YEARS OLD

Change Depends on Granting Privileges to Employers Liability and General Accident

NEW YORK, Aug. 21.—Providing the National Bureau of Casualty & Surety Underwriters consents to a slight modification in its constitution so as to permit the granting of service by its boiler and machinery department to the Employers Liability and the General Accident, now members of the Boiler & Engineering Insurance Service Bureau but not of the National Bureau, the former body will consent to absorption by the latter.

Under the constitution of the National Bureau membership must be all inclusive, that is a company cannot join for any particular department and remain out for others, as has been true in certain cases heretofore.

#### Service 12 Years Old

The Boiler & Engineering Insurance Service Bureau has been in existence for about 12 years, during all of which time it has functioned to the complete satisfaction of its members and with distinct benefit to the business as a whole.

From time to time within the past few years overtures to induce the service bureau members to join the boiler department of the National Bureau have been put forth but without avail. When the reorganization of the National Bureau was effected some months ago and its membership materially increased, all but three of the service bureau companies being included, negotiations to take over the latter organization were renewed and have since continued.

#### Present Proposal

It is now proposed that records of the service bureau be turned over to the boiler department, providing the latter body assent to the granting of service as heretofore to both the Employers Liability and the General Accident, and also to the Canadian Boiler & Machinery Underwriters Association.

The arrangement would become effective as of Oct. 1, and continue so long as the two companies named conform to association rates and regulations. It is further intended that the staff of the service bureau be employed by the National Bureau and that the affairs of the department be directed by a governing committee of five, to be selected from its members, who will have power to elect their chairman.

Should the plan thus outlined be accepted (CONTINUED ON NEXT PAGE)

## Michigan Law Outlined to Automobile Companies

### FAKE FLEETS TO BE BARRED

Commissioner Livingston Calls in Carriers to Tell Them New Requirements

LANSING, Aug. 21.—Michigan carriers of all types writing automobile lines were represented last week at a conference in the department offices with Commissioner Charles D. Livingston at which the commissioner aired his views at some length as to automobile writing conditions in this state.

A greater spirit of co-operation and mutual good will among the carriers is sought by the commissioner who feels that the bitter rivalry for business which has prevailed to a great extent is harmful to insurance in general. Mr. Livingston told the company representatives that they should not dissipate their sales efforts in denouncing competitors as has been the practice to too great an extent. Unfair competitive methods of any sort were condemned and rate-cutting was deplored as a practice which invariably proves a damaging boom-crash.

#### Fake Fleets to Be Barred

Under the new insurance code, which takes effect Aug. 28, many changes in the automobile insurance laws will be brought about and the commissioner explained that the department will enforce the new requirements to the letter. One competitive practice which has been indulged in the past will not be countenanced in the future, the department head said. That is the creation of "fleets" where no actual fleets exist in order to offer a low rate to groups of prospects.

It was pointed out by the commissioner that the home companies are now dominant in the automobile field in Michigan. If sensible methods are pursued, the Michigan carriers may well hope to maintain this dominance, it was set forth, but wrangling and cut-throat competition will do great damage to all and will undoubtedly serve as an opening wedge to outsiders, the commissioner advised.

#### Auto a Trouble Maker

Many evils have crept into the auto business, it is admitted by department officials generally with the result that Commissioner Livingston recently stated in public addresses that this line makes more trouble for the department than any other with the exception of health and accident. With this thought in mind, it is evident that the commissioner summoned the representatives of the various carriers in an effort to clear up the situation before the new code goes into effect and to give the carriers due warning that abuses prohibited under the new law will not be tolerated in the future.

The commissioner had already sent out one communication to the companies informing them of the chief changes in the laws relating to auto business. The policies under the new code must contain an insolvency or bankruptcy clause; definite provisions for cancellation by the assured or insurer are set forth; the premium and amount of coverage must be included in every policy; a provision is included that notice to an agent shall constitute legal notice to the insurer and it is also provided that notice requirement is waived in instances in which the assured finds it extremely difficult or impossible to give notice.

#### Must Submit Policies

The automobile insurance companies, it is reported here, have recently been notified to submit the forms of policies they will use after the new code becomes effective. The department will insist that they contain all of the new

## National Surety Confident of Continental Growth

### OFFICERS HIGHLY PLEASED

New French and German Branch Offices Are Looked to for Substantial Premiums

NEW YORK, Aug. 21.—Though less than five months have elapsed since the National Surety of this city established an office in France, and scarcely two months since it entered Germany, its executives are highly pleased with its reception in both countries and are confident that as time passes and the nature of the service rendered becomes better understood, an ever increasing business will be secured.

Recently the company issued a surety bond to the German government in a warehousing contract with an American tobacco company, which it is anticipated will finally run to \$1,000,000 or more. Decision of the National Surety to open branches in France and Germany followed a study of underwriting conditions in both countries by E. M. Allen, executive vice-president, who spent some time on the European continent early last year. Hugh Nettle, an experienced surety underwriter, is foreign vice-president and foreign manager for both France and Germany.

## Revision of Vermont Auto Act Escapes Agents' Notice

BOSTON, Aug. 21.—The newly amended Vermont Act No. 76, which became effective in June has escaped the attention of many agents writing casualty lines in that state.

This act revises the automobile financial responsibility law. It adds a provision to the effect that proof of financial responsibility shall be required from any person against whom there is outstanding a final judgment for damages arising out of a motor vehicle accident and based upon a violation of the provisions of the motor vehicle act.

It also newly provides that whenever such proof is required from the owner or operator of a motor vehicle for causing property damage, such proof shall be required when said property damage amounts to the extent of \$75 or more (instead of \$100 as formerly provided).

It is also newly provided that a license shall not be issued to any person against whom there is outstanding a final judgment as described above. However, any such person shall be entitled to a hearing.

## Plan to Absorb Service Bureau

(CONT'D FROM PRECEDING PAGE)

cepted the affairs of the service bureau will be liquidated and it will cease to exist as a separate organization.

How the National Bureau members will react to the proposal of the joint committee remains to be seen, though in the interest of harmony and for the future benefit of the steam boiler and allied lines, it is hoped the proposal will be approved.

#### American Surety Dividend

A quarterly dividend of 6 percent has been declared by the American Surety of New York.

requirements and meet with general approval.

It is a widely held opinion that unless the auto situation is cleared up to the satisfaction of department officials rate regulation will be sought when the next legislature convenes.

## "Attractive Nuisance" Extension Is Checked

LINCOLN, NEB., Aug. 21.—Sand boxes, that form part of the equipment of an industry and are maintained within the limits of its property are not to be listed as attractive nuisances so alluring to children that they can not resist them, the Nebraska supreme court holds, in overruling a motion for a rehearing in the damage suit brought on behalf of Walter Sanders, 10 years old, against the Moorish Tile Company and its insurance carrier. In its former opinion the court said that it was time the courts started to check the tendency to extend the "turntable" decision principles so as to require industry to assume a heavy and unjust burden. Attorneys for the boy urged the irresistible character of sand boxes for children, but the court adhered to its former finding that as against trespassers on his property a merchant owes no other duty than not to injure them wilfully.

## Financial Responsibility Law Successful in Iowa

DES MOINES, Aug. 21.—By virtue of the recently passed Rutledge financial responsibility act there has been a harvest in Iowa for automobile insurance companies.

Fully 75 percent of the automobiles owned by Des Moines persons carry insurance now, Mark C. Waterman, agency manager and treasurer of the State Automobile Insurance Association here, declares.

Insurance companies over the state, who issue insurance covering automobile accidents, report gains of from 50 to 125 percent since the act went into effect.

Prior to the passage of the act but 16 percent of the cars in the state were covered. Old cars, which had not been covered previously are being insured in large numbers, whereas the bulk of the business at one time was on new machines, Mr. Waterman stated.

Rural owners are also protecting themselves with insurance, the reports state. Nearly 50 percent of the cars owned by rural residents now carry insurance.

J. Dillard Hall, manager of the United States Fidelity & Guaranty for Iowa, states that automobile insurance has made a remarkable gain since the passage of the Rutledge act. "It may not be termed compulsory insurance," Mr. Hall stated, "but its provisions are such that automobile owners take desperate chances in case of an accident if not financially able to pay a judgment of from \$5,000 to \$10,000 in case of an accidental death or forfeit the right to drive a car."

## Travelers' Compilation of Automobile Accidents

More than 8,000 persons will meet their death in automobile accidents in this country the third quarter of this year, it is indicated by figures for the first six months, received by the Travelers from state authorities. Unless the increase in the death rate of the second quarter over the first three months is checked, the fatality toll from July to September inclusive will average more than 85 a day for the country as a whole.

During the second quarter more than 6,600 persons were killed in automobile accidents, which was an increase of 30 percent over the fatality toll of 5,100 the first three months of the year.

## Court Forbids Agency to Stir Up Resistance

### WROTE RECIPROCAL MEMBERS

Restraining Order Against Smith Bros. Is Issued in Federal Automobile Receivership

INDIANAPOLIS, Aug. 21.—An order restraining officers and employees of the Smith Bros. Insurance Agency, Inc., 302 American Central Life building, Indianapolis, from obstructing the collection of assessments levied on policyholders in the Federal Automobile Insurance Association, of Indianapolis, now in receivership, was issued last Saturday by Judge Byron K. Elliott in superior court, on petition of Garrett W. Olds, receiver for the Federal. The Smith agency formerly represented the Federal and since the assessment was ordered by the court against former members during the years of 1924, 1925, 1926 and 1927 has been sending circular letters to the members expressing the opinion that collection of the assessment could be successfully resisted and soliciting contributions to a pool to fight the assessment. A fee of \$5 was asked where assessment is less than \$50 and \$10 where it is over that amount. Some have received this even before receiving notice of assessment.

Attorney Fae Patrick for the receiver stated Monday that papers had also been prepared and would be filed this week citing this agency for contempt of court on the ground that it is attempting to obstruct the court's order.

#### Letter Advised Resistance

The letter sent out by the agency says, regarding suit, "We do not hesitate to advise you to defend any suit that may be filed to collect an assessment from you." It also states, "The facts before us lead us to believe the liabilities of the Federal do not warrant the receiver in trying to collect a sum from each policyholder equal to each premium he paid while a policyholder during the aforementioned years, nor does your policy provide for any such assessment, in our opinion."

Indiana has long been a profitable field for reciprocals and the bulk of the automobile insurance business in the state has been placed in these concerns. Interest in the outcome of the Federal receivership runs high among insurance people and the public as well because so many automobile owners have been or are now members of reciprocals. It is believed that this case of the Federal will try out a number of questions relating to reciprocal operations.

#### May See Law Clarified

Commenting on the importance of this case, Joseph G. Wood, secretary of several insurance organizations, including the Insurance Federation of Indiana, and an insurance attorney, says, "Before this case is through, I believe the eyes of the insurance people of the country will be directed toward it and that out of it there will eventually develop important decisions of our appellate and supreme courts to mould Indiana law on reciprocals."

Assessment notices are being sent out as rapidly as possible but it will probably be the first of September before all are mailed. Asked whether suits will begin on those who have already received notices before the entire list has been sent out, Mr. Patrick said Monday that this point is now being considered.

#### Sprinkler Does Damage

Damage amounting to almost \$10,000 resulted when a sprinkler in the automatic fire extinguishing apparatus at the Cooper Underwear Company in Kenosha, Wis., broke last week flooding three floors and wetting a large amount of the stock stored on the floors.



## Uproar Starts on Auto Rates

Increase in Cost Under Massachusetts Compulsory Insurance Law Brings Protest

### AGITATE FOR STATE FUND

Politics Again in Situation—State Examiners Study Company Figures on Costs

BOSTON, Aug. 22.—The second annual hullabaloo over automobile insurance rates for this state opened up in last Sunday's papers, as the result of the filing of the preliminary report of the Massachusetts Automobile Rating & Accident Prevention Bureau with Insurance Commissioner Brown on Saturday. From this report, which by the way is not complete, it would appear that an increase in rates for 1930 of about 11 percent would be in order. This is divided as 2 percent for accident claims, and 9 percent for increased cost of doing business, and would mean that a man who this year pays a premium of \$45 would next year have to come through with \$50.

The newspapers look on this as a tough break for the poor, down-trodden insured, and alert city editors immediately sicked their reporters on the mayors and politicians in the cities that have had the worst experience, and the usual flood of protests is beginning to come in.

#### Talk of State Fund

Talk of a "state fund" is again in the open, and Frank A. Goodwin, former registrar of motor vehicles, the leading proponent of the state fund, is reported to have said that he intends to file an initiative petition for his state fund bill and carry on an active campaign to put it through the legislature at the next session. If the legislature fails to enact it, he can then have it placed on the ballot at the state election next year.

There is a great deal of politics in the situation this year. The governor, who held up the appointment of the insurance commissioner, until recently, is very much in the picture, in the opinion of many who are close to the situation. It is safe to say that he will not permit any situation to arise similar to that last year, which means he will see the new rates before they are made public by the commissioner. In other words he will have his say as to the final rate to be promulgated.

#### Studied Company Records

As regards the recommendations of the bureau, just filed with the commissioner, he is under no requirement to follow the recommendations of the bureau, although a deputy commissioner, E. P. Daugherty, "sat in" with the bureau, according to custom, during its deliberations.

It will be remembered that last year, the then commissioner, Wesley E. Monk, said that the department had neither the time nor a sufficient number of competent examiners to make examinations of all the insurance companies, as to their experience on this class of business. As a result of this Governor Allen in his inaugural recommended that money be given to the insurance department that more complete information might be had. This has enabled Commissioner Brown to employ ten examiners who have been at work five months on the books of the companies, with the result that the commissioner will have his own specially prepared

## Takes New Post



P. E. KOPLEIN

The George W. Pangborn general agency at Indianapolis announces the appointment of P. E. Koplein as assistant general agent in charge of field work. Mr. Koplein for nine years has been in the service of the National Bureau of Casualty & Surety Underwriters and for the past four years has been manager of the bureau for Indiana. The Pangborn general agency has been in successful operation for 40 years, handling all forms of insurance other than life. Mr. Koplein's technical experience, coupled with his familiarity with all forms of insurance and his wide acquaintance in Indiana, should prove of special value in his new connection, which he will assume Sept. 1.

data to supplement that provided him by the bureau.

#### Announce Rates Sept. 15

Commissioner Brown said to the newspaper men Saturday that his proposed new schedule will be announced within the next ten days, and at the same time he will fix a date for a public hearing, and after further consideration will announce the final schedule on Sept. 15, as required by law.

There is a feeling on the part of well informed insurance men here that the rates for 1930 will be very little different from those now in force, despite the fact that an 11 percent increase is indicated as being needed. There may be a slight increase in certain cities and towns that have had a bad experience, but on the whole very little increase over the present rates is expected. It is believed that the powers that be will take good care that no drastic advance is permitted, that may result in another uproar similar to that last year.

#### Double Number of Zones

Instead of five rate zones as at present, the bureau recommends that the state be divided into 10 zones, with Territory No. 1 carrying the highest rate.

Increased rates are called for on commercial cars, including trucks and trailers. Losses on this class exceeded the allowance by approximately 4 percent, the rating bureau's report finds.

Little or no change in rates is called for on public automobiles, including taxicabs and buses. Last year's rates on this class were reduced about 16 percent. The report calls for slight changes in rates due to realignment of territory.

#### High Rates for Motorcycles

Rates for motorcycles would be materially increased under the rating bureau's findings. The present motorcycle rate is the same as the lowest passenger car rate in the same territory. Under the

## Some Automobile Liability Cases

In this action on a policy of insurance for accidental death caused while deceased was driving an automobile, held that it was sufficient for plaintiff to prove the loss and that it occurred by reason of the peril insured against, and the burden of showing that the loss was produced by some excepted cause was upon the defendant. Where one of the exceptions of the policy was that it should not cover injuries suffered by the insured while driving any automobile truck, the testimony of witnesses for plaintiff that the deceased was driving an automobile the chassis of which was used for pleasure cars but which had been made into a delivery wagon, and two experts testified that the vehicle was not a truck, the testimony in support of the allegations of the complaint were sufficient prima facie to show that the loss occurred by reason of the peril insured against and under such circumstances the motion for nonsuit should have been denied. *Mattson vs. Maryland Casualty, Dist. Ct. of Appeals, 1st Appellate Dist., Div. 1, Calif.*

Question is as to whether respondent, the plaintiff below, may claim to have sustained injury "in consequence of being struck down or run over by an automobile." Plaintiff's testimony was as follows: "Just as I was stepping out of the car, it back fired or something, anyway it moved up a couple of feet, probably not any more, so that the edge of the seat caught me and pulled me around, and I lit on my back on the ground." Held that when the automobile in which plaintiff had been riding jerked forward as he attempted to alight therefrom, with the edge of the automobile seat striking him and knocking him to the ground, the injury which resulted may be considered as one sustained from being "struck down by an automobile" within the terms of the foregoing policy. *Eide vs. Southern Surety, Sup. Ct., So. Dak.*

Action for damages for personal injuries received in an automobile collision which occurred at a street intersection. Plaintiff was riding in defendant's car and defendant was traveling at a lawful rate of speed and reached the street

intersection at a time when the automobile with which defendant's car collided was several car lengths from the intersection. Held that defendant had the right of way, and under such circumstances there was no evidence of negligence on the part of defendant and the judgment in favor of plaintiff cannot be sustained. *Keyes vs. Hawley, Dist. Ct. Appeals, Calif., First Dist., Div. 1.*

The appellant, the Arctic Grocery Company, a corporation, conducted a grocery store located in Seattle. The appellant owned a Star delivery truck which was operated by one of its employees. The truck was backed up to the side of the store, had a tail gate, which prevented the second row of boxes from sliding out to the rear. While the truck was being loaded, appellant's minor son, Edward, together with three or four other boys, was playing on the sidewalk near the side entrance to the store and six or seven feet from the truck. After the truck was loaded, employee came from side door of the store and started truck forward for a distance from seven to twenty feet. He testified that his purpose was to straighten it up. After straightening the truck up, he started to back. When the truck first started forward, or soon thereafter, Edward started to run after it for the purpose, apparently of catching a ride. When the truck began to back, he was two or three feet from the rear end thereof. The truck struck his head or shoulders. He fell over and was pinched between the left rear wheel and the ground, and sustained injuries from which he died a few days later. The question is whether there is sufficient evidence to take the case to the jury upon the question of the negligence of the driver of the truck. Held that taking into consideration the fact that the driver knew the boys were playing on the sidewalk only six or seven feet from the truck when he started it forward, and the fact that, had he looked before starting to back, he undoubtedly could have seen the boy approaching, the question as to whether the driver of the truck exercised that degree of care which was required of him was one for the jury to determine. *Freeman vs. Arctic Grocery Co., Sup. Ct., Wash.*

## Employers Liability Group's Premium Income

The Employers Liability gives the premiums for the first six months of this year in this group compared with similar period of last year as follows:

	1929	1928
Emp. Liab.....	\$17,402,128	\$16,920,976
Amer. Employers..	3,507,856	2,535,206
Employers Fire...	1,325,595	1,166,926
	\$22,235,579	\$20,623,109

The Employers Liability shows an increase of \$481,151, the American Employers \$972,649 and the Employers Fire \$158,668.

bureau report motorcycle owners would pay the same rate as on the highest passenger car. Losses from motorcycle accidents were three times as high as the allowance ratio, according to the report.

Although a general increase in rates is necessary under the bureau report, rates in some cities and towns may be reduced, in the light of the claim experience in these places. Changes up or down would be effected by a realignment of territory—some communities would be lifted from a lower to a higher rated territory, and a few would be dropped.

Following the uproar over the rate situation last year, about a score of bills were introduced in the legislature and a special recess commission was created to consider the entire subject of compulsory

## Spilled Cream Causes Odd Auto Accident in Kentucky

LOUISVILLE, Aug. 21.—An unusual case was recently reported by a local casualty agent, in which he had paid about \$150 under a liability policy on a truck used in trucking cream from out in the state. Going down a grade the truck, bouncing on a rough road, dropped some cream cans, which flew open and spilled thick rich cream over the roadway. The truck driver pulled over to the side of the road and was reloading his spilled cans, when a coupe came over the hill. The driver saw the cream too late, put on his brakes, slid and went into a ditch, resulting in repairs costing \$150 to the coupe. The section of the road covered with cream had to be roped off until screenings could be placed on it to prevent further skidding. The owner of the wrecked car made a claim against the owner of the truck for damages, and the carrier paid the claim.

insurance, rate zoning, and the question of whether a state fund should be established to carry this insurance.

Senator C. Wesley Hale of Springfield is chairman of this commission, which probably will not meet until late in September because of the absence of three members who are in Europe.

Protests against the proposed increase in automobile insurance rates have been made by several public officials.

## May Ask Investigation of Financial Responsibility

### FEATURE IN NEW HAMPSHIRE

#### Recent Legislative Action Makes Change in Part of the Motor Vehicle Measure

BOSTON, Aug. 21.—Although a change in the New Hampshire insurance act became effective in April, it develops that many agents operating in that state have not been cognizant of that fact.

Within the last two weeks they have been advised that this act newly provides that in lieu of, or in addition to, the proceedings provided for in the 1927 act (which provides for a petition in an action at law for a preliminary investigation to determine the probable negligence of the defendant in a motor vehicle accident) any person, or his representative may, by petition, apply to the motor vehicle commissioner for an investigation to determine the question of financial responsibility, provided such petition shall not be a bar to the peti-

tion under said chapter 254, described above.

If, upon this investigation, the commissioner is not satisfied that the party who he finds may be liable is not financially responsible, he shall require such party to deposit with him as security the certificate of an insurance company or surety company authorized to do business in the state.

#### Confer Over New Auto Law

BALTIMORE, Aug. 21.—A series of agency conferences was held recently in New York by the Syracuse branch office of the United States Fidelity & Guaranty of which W. Talbot Sinclair is manager. These conferences held in Albany, Syracuse, Watertown, Rochester and Elmira, were for the purpose of discussing with the agents the New York state automobile financial responsibility law, which becomes effective Sept. 1. Representatives from the home office were Philip F. Lee, associate field director and Mosby Montague. A conference for the same purpose was also held at the Buffalo office of which William H. Kennedy is manager.

R. C. Pogue Insurance Agency, Chicago local agents, have been appointed agent for the Commonwealth Casualty of Philadelphia.

## Still Some Doubt Over New York Auto Law

### POINTS ARE BEING CLEARED

#### Many Wrong Impressions Are Being Conveyed Regarding the Motor Vehicle Responsibility Act

ALBANY, Aug. 21.—Queries reaching the office of Charles A. Harnett, commissioner of motor vehicles, indicate that there is still misapprehension as to the applicability of the financial responsibility law, which goes into effect Sept. 1. Contrary to the impression created by statements of some insurance agents every motorist will not be required to furnish evidence of financial responsibility after Sept. 1. The bureau of motor vehicles emphasizes and desires the widest publicity of the fact that no person shall be subject to the provisions of the new law unless he has failed to pay a judgment for damages in an automobile accident or he has been convicted of breaking a motor vehicle law.

Another false impression is that after Sept. 1 insurance policies issued by com-

panies not authorized to do business in this state will be ineffective. Such policies are not affected by the new law. The holder of such policies will be required to insure with a company authorized to do business in this state only if he becomes liable under the new law and chooses to give evidence of financial responsibility through an insurance company.

#### ROCHESTERIANS BROADCAST

ROCHESTER, N. Y., Aug. 21.—The Casualty Insurance Club of Rochester has arranged for a series of radio broadcasts, also co-operative newspaper advertising, to acquaint motorists with provisions of the New York automobile liability law which goes into effect Sept. 1. Charles H. Tuke, president, will be chief announcer and will introduce various underwriters as radio broadcasters, including F. L. Greeno, Theodore Childs, Harold H. Porter, Louis Hawes, James H. Farrell, Ernest A. Paviou, Thomas A. Sharp, George Dietrich, Wellington Potter, Arthur L. Griffith, and Fred Townsend. Louis Hawes is chairman of the publicity committee for the co-operative movement.

## Declares Insureds Are Lax About Auto Liability Limits

BALTIMORE, Aug. 21.—Unless it is brought forcibly to his attention, the average man does not give sufficient thought to the limits necessary to be carried on his automobile liability insurance, according to A. B. Nickerson, manager of the automobile department of the Maryland Casualty.

"In the old days \$5,000 and \$10,000 may have given adequate protection to a great many assureds, but in these days of liberal juries, such limits are totally inadequate," he says. "These high verdicts are not fantastical; they are actual realities. We have just recently had one case in Pennsylvania which cost us \$9,500 to settle. This was apparently an insignificant injury at the beginning, but the jury decided it was worth this amount. Another one in Washington cost us \$10,000, still another in California \$15,000 and another cost a similar amount in Florida. We have one New Jersey case in which the injured person is suing for \$50,000 and will not settle for a penny less. The company's limit on the policy is \$10,000 and from present indications the judgment will be \$50,000.

"When an accident occurs involving injuries estimated to exceed the insurance, the assured feels it advisable to employ attorneys. The small additional premium for adequate cover, as compared with the attorneys' fees, is well worth serious consideration of every assured."

#### JACKSONVILLE MAY ESTABLISH A FUND

JACKSONVILLE, FLA., Aug. 21.—History has not deterred advocates of a fire insurance fund for the city from pushing such a plan. By looking back 10 years it was found that losses in the city had been less than \$60,000, while at present fire insurance premiums are \$30,000 a year. This was urged as a reason for the city carrying its own fire protection.

Those whose memories run back of that time can realize what a conflagration means and why it is good business to let the insurance companies shoulder the load. The question is up in the budget committee and while Chairman W. F. Rogers got the matter set over to a later date, there were some who favor the city going into the business.

One member cited the docks and terminals and the danger they are always in from fire and urged that they do not be left without full protection, which is an indication of the danger of such a procedure.

# AGENTS

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With this new coverage your clients, while away from their permanent residences, can take their burglary, theft, larceny and personal hold-up protection with them.

The introduction of this form is additional proof that our executives are agency-minded to the utmost degree. Write for copies of the endorsement and rates.

## EQUITABLE CASUALTY AND SURETY COMPANY

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New York City

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## Late News from the Casualty Field

### Accident Managers Meeting

The first fall luncheon of the Accident & Health Managers' Club of Chicago will be held Sept. 16, it was decided at a meeting between President Donald A. Druary of the Massachusetts Accident, Harold R. Gordon, chairman of the program committee, and T. D. Smith, vice-chairman, in drawing up a tentative schedule of activities for the remainder of this year. The club held its second golf tournament of the summer at Elm Gate Country Club near Glenview last week, Dave Meachem of the Hooper-Holmes Bureau, running off with low gross score of 85. D. W. McFall of the Continental Casualty had low net of 74 and E. T. Dowd of the Massachusetts Bonding high gross. Among the guests B. H. Manning of the Great Northern Casualty had low gross score of 89, Charles L. Gibbons of the Maryland Casualty low net of 72.

### Farewell and Welcome

On Monday a very delightful party was given by the Des Moines branch office of the Aetna Life companies at Des Moines.

The party was in the nature of a farewell to A. L. Wortmann, manager of the Des Moines branch, who has been made manager at Milwaukee, also to Earl Dean, superintendent of the fidelity and surety department, who goes to Minneapolis in the same capacity, and a welcome to K. G. Ellsworth who becomes Des Moines manager. Mr. Ellsworth was formerly superintendent of the fidelity and surety department at the Minneapolis branch, having previously served in the same capacity at Des Moines. At the conclusion of the talks Mr. Wortmann was presented with a set of golf clubs, being a set of matched McGregor irons. Mr. Dean was presented with a desk fountain pen set.

### Winckelmann with Reliance Casualty

William A. Winckelmann, now with the New York Casualty, will on Sept. 1 join the home office staff of the Reliance Casualty of Newark as its chief accountant.

### Does Large Business

During the first seven months of this year the Franklin Surety of New York wrote \$465,000 in premiums, \$108,674 having been secured in July.

### To Share Quarters

The San Francisco offices of the New York Casualty have been moved into quarters to be shared with the American Surety, located at 340 Pine street.

### Casualty Notes

J. J. Reynolds has resigned as surety manager for Bowes & Co. of Chicago, to become head of the surety department of the Century Indemnity in Chicago.

Admission to Wyoming has been secured by the Standard Surety & Casualty of New York, thus increasing to 30 the number of states in which the company is licensed.

H. H. Davis, Kentucky and Tennessee field representative for the Constitution Indemnity Co., has recently resigned, and returned to his old home at Shiloh, N. J. A new representative has not been named so far.

The Continental Casualty has written a bond for over \$1,500,000 through its agents, Gorman & Thomas of Detroit, for the W. D. Wood Company, which is putting in a filtration plant in Spring Wells near Detroit for the benefit of the city.

The Gibraltar Life & Accident Underwriting Company, and the Gibraltar Life & Accident, 702 Patterson building, Denver, have been incorporated by N. E. Heidman, S. Lester Guinn and N. B. McBroom. The capitalization of each is \$250,000.

# Ohio Agents: Cut Out the Table Below. You Have Your Reduced Fire Rates at a Glance.

## 6% TABLE

If Published Rate Is	Rate Less 6% Will Be	If Published Rate Is	Rate Less 6% Will Be	If Published Rate Is	Rate Less 6% Will Be	If Published Rate Is	Rate Less 6% Will Be	If Published Rate Is	Rate Less 6% Will Be
\$0.10....	.094	\$0.60....	.564	\$1.10....	1.034	\$1.60....	1.504	\$2.10....	1.974
.11....	.103	.61....	.573	1.11....	1.043	1.61....	1.513	2.11....	1.983
.12....	.113	.62....	.583	1.12....	1.053	1.62....	1.523	2.12....	1.993
.13....	.122	.63....	.592	1.13....	1.062	1.63....	1.532	2.13....	2.002
.14....	.132	.64....	.602	1.14....	1.072	1.64....	1.542	2.14....	2.012
.15....	.141	.65....	.611	1.15....	1.081	1.65....	1.551	2.15....	2.021
.16....	.15	.66....	.62	1.16....	1.09	1.66....	1.56	2.16....	2.03
.17....	.16	.67....	.63	1.17....	1.10	1.67....	1.57	2.17....	2.04
.18....	.169	.68....	.639	1.18....	1.109	1.68....	1.579	2.18....	2.049
.19....	.179	.69....	.649	1.19....	1.119	1.69....	1.589	2.19....	2.059
.20....	.188	.70....	.658	1.20....	1.128	1.70....	1.598	2.20....	2.068
.21....	.197	.71....	.667	1.21....	1.137	1.71....	1.607	2.21....	2.077
.22....	.207	.72....	.677	1.22....	1.147	1.72....	1.617	2.22....	2.087
.23....	.216	.73....	.686	1.23....	1.156	1.73....	1.626	2.23....	2.096
.24....	.226	.74....	.696	1.24....	1.166	1.74....	1.636	2.24....	2.106
.25....	.235	.75....	.705	1.25....	1.175	1.75....	1.645	2.25....	2.115
.26....	.244	.76....	.714	1.26....	1.184	1.76....	1.654	2.26....	2.124
.27....	.254	.77....	.724	1.27....	1.194	1.77....	1.664	2.27....	2.134
.28....	.263	.78....	.733	1.28....	1.203	1.78....	1.673	2.28....	2.143
.29....	.273	.79....	.743	1.29....	1.213	1.79....	1.683	2.29....	2.153
.30....	.282	.80....	.752	1.30....	1.222	1.80....	1.692	2.30....	2.162
.31....	.291	.81....	.761	1.31....	1.231	1.81....	1.701	2.31....	2.171
.32....	.301	.82....	.771	1.32....	1.241	1.82....	1.711	2.32....	2.181
.33....	.31	.83....	.78	1.33....	1.25	1.83....	1.72	2.33....	2.19
.34....	.32	.84....	.79	1.34....	1.26	1.84....	1.73	2.34....	2.20
.35....	.329	.85....	.799	1.35....	1.269	1.85....	1.739	2.35....	2.209
.36....	.338	.86....	.808	1.36....	1.278	1.86....	1.748	2.36....	2.218
.37....	.348	.87....	.818	1.37....	1.288	1.87....	1.758	2.37....	2.228
.38....	.357	.88....	.827	1.38....	1.297	1.88....	1.767	2.38....	2.237
.39....	.367	.89....	.837	1.39....	1.307	1.89....	1.777	2.39....	2.247
.40....	.376	.90....	.846	1.40....	1.316	1.90....	1.786	2.40....	2.256
.41....	.385	.91....	.855	1.41....	1.325	1.91....	1.795	2.41....	2.265
.42....	.395	.92....	.865	1.42....	1.335	1.92....	1.805	2.42....	2.275
.43....	.404	.93....	.874	1.43....	1.344	1.93....	1.814	2.43....	2.284
.44....	.414	.94....	.884	1.44....	1.354	1.94....	1.824	2.44....	2.294
.45....	.423	.95....	.893	1.45....	1.363	1.95....	1.833	2.45....	2.303
.46....	.432	.96....	.902	1.46....	1.372	1.96....	1.842	2.46....	2.312
.47....	.442	.97....	.912	1.47....	1.382	1.97....	1.852	2.47....	2.322
.48....	.451	.98....	.921	1.48....	1.391	1.98....	1.861	2.48....	2.331
.49....	.461	.99....	.931	1.49....	1.401	1.99....	1.871	2.49....	2.341
.50....	.47	1.00....	.94	1.50....	1.41	2.00....	1.88	2.50....	2.35
.51....	.479	1.01....	.949	1.51....	1.419	2.01....	1.889	2.51....	2.359
.52....	.489	1.02....	.959	1.52....	1.429	2.02....	1.899	2.52....	2.369
.53....	.498	1.03....	.968	1.53....	1.438	2.03....	1.908	2.53....	2.378
.54....	.508	1.04....	.978	1.54....	1.448	2.04....	1.918	2.54....	2.388
.55....	.517	1.05....	.987	1.55....	1.457	2.05....	1.927	2.55....	2.397
.56....	.526	1.06....	.996	1.56....	1.466	2.06....	1.936	2.56....	2.406
.57....	.536	1.07....	1.006	1.57....	1.476	2.07....	1.946	2.57....	2.416
.58....	.545	1.08....	1.015	1.58....	1.485	2.08....	1.955	2.58....	2.425
.59....	.555	1.09....	1.025	1.59....	1.495	2.09....	1.965	2.59....	2.435

### Ohio Agents

Cut out coupon to the right. Mail it to address given on the coupon. You have taken the first step toward bringing to your office something even more useful and valuable than the above.

The National Underwriter Company  
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Gentlemen: If your course in Fire Insurance and Allied Lines is more timely and useful than the 6% Table you published, I certainly want to know all about it. Send me without obligation on my part your booklet, "The Value of Knowing," which tells about the course.

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## CHANGES IN CASUALTY FIELD

### F. & D. CHANGES MANAGERS

**Gorton Goes to San Francisco to Take Swingley's Place—Brisbine Resigns Los Angeles Post**

BALTIMORE, Aug. 21.—The Fidelity & Deposit reports the following changes and promotions in the various branch offices:

Daniel Gorton has been made manager of the San Francisco branch office, to succeed E. W. Swingley, who resigned that position to accept a post with the Detroit Fidelity & Surety. Mr. Gorton was formerly manager at the Phoenix office.

#### Drummond Goes to Phoenix

Chester A. Drummond has been transferred from Helena, Mont. to Phoenix, as manager. S. T. Noland formerly assistant manager at Helena, has been promoted to manager at that point.

F. S. Brisbine, formerly manager of the Los Angeles branch office has resigned to become connected with the

Metropolitan Casualty in California. His successor has not been appointed yet.

William J. Meskill formerly manager of the Omaha office has been transferred to New York as manager of that office, which is under the active direction of Vice-President John A. Griffin.

Fred Robertson has been transferred from Indianapolis to Omaha as manager of the latter office.

Ben R. Turner, Jr., formerly assistant manager of the Indianapolis branch office, has been promoted to manager at that place.

### FIVE ASSISTANTS APPOINTED

**U. S. F. & G. Makes Many Changes in Agency Development Department and Branches**

BALTIMORE, Aug. 21.—The United States Fidelity & Guaranty has appointed five additional field assistants to be associated with the agency and

development department of the home office. They are:

Howard C. Helland, field assistant, burglary. Mr. Helland has been with the company for a good many years, and formerly occupied the position of field supervisor in the Atlanta branch office.

E. C. Jolliffe, field assistant, liability. Mr. Jolliffe began his insurance career with the company and was assistant to the manager of the Richmond branch office.

Mosby Montague, field assistant, automobiles. Mr. Montague has been with the company since 1920, and was formerly connected with the automobile department in the home office.

Francis G. Urner, field assistant, banks. Mr. Urner is a native of Maryland, and was a law practitioner before going with the company.

Charles L. Vaile, field assistant, fidelity. Mr. Vaile was transferred from the Indianapolis branch office.

The duties of these men will be to stimulate production east of the Rocky Mountains.

The following changes and promotions have also been made in the field forces:

George A. Kelly, appointed special agent in the St. Louis branch office.

Lawrence D. Willison, special agent at Harrisburg to succeed James D.

Bartlett, resigned. Mr. Willison was formerly with the J. Glenn Beall agency at Frostburg, Md.

Frederick J. Scott, special agent at the Harrisburg branch office to succeed Edgar T. Ginder, resigned.

Frank C. Gill, special agent at the Pittsburgh office. He was at one time connected with the Pittsburgh office as special agent but resigned to enter another line, and has now decided to return to the company.

### Updyke Goes to Detroit

George W. Updyke, casualty manager of the Louisville branch of the Travelers, has been notified of his transfer to the Detroit, Mich., office to take effect in early September. Mr. Updyke has been with the company at Louisville for six years. He is now spending a vacation at his home in Allegan, Mich. His successor has not been named.

### Opens Nebraska Field

C. F. Coney, formerly in the field for the Aetna Casualty & Surety, operating out of the Indianapolis branch office, has been appointed special agent of the Bankers Indemnity of Newark to develop the Nebraska field. The Bankers has just entered that state. Mr. Coney will work under direction of the western department staff in Chicago, headed by Manager Roscoe R. Clark and Assistant Manager Jean S. Harper.

### Johnson With New Amsterdam

George A. Johnson has joined the Detroit branch office of the New Amsterdam Casualty. Mr. Johnson has been engaged in special agency work in Michigan for several years, and was formerly branch manager for the National Bureau.

### Standard Names Campbell & Co.

The Standard Surety and Casualty of New York has appointed Walter T. Campbell & Co. of St. Louis general agents for all lines. The agency is one of the long established offices of its kind in St. Louis, Mr. Campbell having been in the business since 1900. The agency maintains a sub-agency plant through southern Illinois and eastern Missouri which it plans still further developing. A well known local casualty underwriter will be secured to the organization and will have immediate charge of the division.

### Stringer Surety Manager

John W. Stringer has been appointed manager of the surety department of the recently organized Concord Casualty & Surety of New York.

### Gagnon Claim Manager

Arthur H. Gagnon has been appointed manager of the New York claim office of the Independent Indemnity of Philadelphia. He succeeds H. C. Houlihan, recently resigned to connect with another company.

### Makes Several Promotions

Promotions in the accounting department of the Metropolitan Casualty include the placing of Assistant Secretary Edgar A. Blendow in charge of the operating division. He retains general supervision over accounts. W. H. Tallau, formerly cashier, becomes superintendent of the accounting department, H. A. Sprowl is elected to cashier, and W. L. Beach advanced to assistant superintendent in the same division.

### Stock Advanced by Metropolitan

SEATTLE, WASH., Aug. 21.—Appointment of Charles L. Stock as superintendent of agencies for Seattle branch of Metropolitan Casualty and the Commercial Casualty is announced.

J. H. McGowan, who has been manager of the claims department at the Portland branch office, has been transferred to Seattle as claims attorney.

George Fuller, for the past five years with Dooley & Co. in Portland, has resigned to take charge of the casualty

# THE EXCESS INSURANCE COMPANY OF AMERICA

JAMES GIBBS, President

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## AN INVITATION!

ALL members of the N. A. I. A. attending the Annual Convention in DETROIT, are cordially invited to visit our Home Office and become personally acquainted with our organization.

Our facilities are at your command and we suggest that you make your business headquarters in either our Home Office, located at 411 West Milwaukee Avenue, or our Detroit Branch Office in Suite 2317 First National Building.

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### DETROIT FIDELITY and SURETY COMPANY

DETROIT, MICHIGAN

HOMER H. McKEE, President

*Fidelity and Surety Bonds Exclusively*

underwriting department at Seattle branch of the Metropolitan and Commercial Casualty.

#### Arkansas Appointment Made

An important field appointment recently determined upon by the Standard Surety & Casualty of New York City, is that of Olaf H. Kyster & Co., of Little Rock, as general agent in all lines for Arkansas. Established 25 years ago, the agency has now 108 local representatives in all sections of the state.

#### Seattle Agency Appointed

Sparkman & McLean, Seattle, have been appointed general agents for the Independence Indemnity. The agency occupies its own building at 1010 Third avenue.

#### Hansen & Rowland Appointed

SEATTLE, WASH., Aug. 21—Complete representation of the Union Indemnity interests of New Orleans has been given Hansen & Rowland, Tacoma general agents for the states of Washington, Oregon, Idaho and Alaska. Vernon, Duryee & Reese of Seattle will retain their connection with the Union Indemnity, acting as agents in the city of Seattle and reporting through Hansen & Rowland's office at Tacoma.

#### L. B. Leigh & Co.

L. B. Leigh & Co., of Little Rock, Ark., who have been fire insurance general agents for that state for a number of companies since about 1893, have taken the state agency of the Southern Surety. They have been general agents of the Northwestern Casualty & Surty of Milwaukee. The firm has a large agency plant in the state.

#### Commercial Casualty Makes Changes

Frederick C. Kellam, formerly in the brokerage business in Richmond, has gone with the Commercial Casualty as territorial supervisor with headquarters at Charlotte, N. C. He will supervise the entire state of North Carolina for the Richmond branch office of that company. James E. Smith, formerly special agent

for the Commercial Casualty, is now with the Royal Indemnity as a supervisor in southern territory.

The Commercial Casualty has planted with Kirkpatrick & Keener agency of Canton, N. C., associated with the Champion Bank & Trust Company. Mr. Kirkpatrick is president of the bank and Mr. Keener is assistant cashier.

#### Jolliffe to Head Office

E. C. Jolliffe, field supervisor for the Richmond, Va. branch office of the United States Fidelity & Guaranty, has been transferred to the home office at Baltimore. He will travel out of Baltimore supervising the entire territory of the company throughout the country. He has been associated with the Richmond branch for the past five years.

#### Associated Enters Utah

The Associated Indemnity of San Francisco has received a license to operate in Utah. It follows its running mate, the Associated Fire & Marine, into this territory. C. L. Larsen, superintendent of agents for the fire company, is in Salt Lake City attending to the plans for progress of the companies in that state.

#### Gets State's Insurance

H. J. Thielen of Sacramento, Don Campbell of Berkeley and Roy J. Neilson, local agents, have been awarded the public liability and property damage insurance on the cars operated by the state of California. State employees operating their personal cars on state business have the privilege of obtaining coverage under a blanket policy written by the Pacific Indemnity of Los Angeles.

#### Crandall Agency Places First

The Crandall Insurance Agency of Afton received word the first of the week that it had won first place in Iowa, regardless of the size of the town, in a contest conducted by the Fidelity & Casualty. The contest started in July when the Rutledge law regarding liability damage while driving an automobile went into effect.

## More Georgia Casualty Figures

	June 30, 1929		Jan. 1 to June 30	
	Assets	Net Surplus	Income	Disburs.
Lloyds Casualty	\$ 5,276,059	\$ 2,524,460	\$ 2,406,531	\$ 543,068
London Guarantee	17,028,115	3,758,597	5,933,498	5,452,042
Loyal Protective	964,365	391,458	638,261	767,680
Massachusetts Protective	7,868,241	2,111,178	4,402,200	4,445,418

#### International Makes Fine Showing in Its Statement

The semi-annual statement of the International Reinsurance of Los Angeles shows a very healthy condition. Its assets are \$6,547,254, premium reserve \$841,909, loss reserve \$669,038, voluntary contingent reserve \$500,000, total insurance reserves \$2,010,947, capital \$1,500,000, net surplus \$2,885,595. It will be seen, therefore, that the International Reinsurance is a sizable and solid institution. During the 12 months ending July 1 the company wrote in gross premiums \$2,729,940 of which it retained for its own account \$2,586,602. It earned \$1,830,307. The interest income amounted to \$266,685 making the total gross income \$2,996,638. The disbursements amounted to \$1,449,384 leaving an excess of income over disbursements of \$1,547,254. There was added to this out of surplus \$385,895. The assets increased \$3,547,254.

The International Reinsurance set up \$500,000 for voluntary contingent reserve in addition to the regular legal reserve. The company now is operating on a basis of between \$4,000,000 and \$5,000,000 in premium income annually. Its overhead expense is very low, it being somewhat in excess of 3 percent of the premiums written. Carl M. Hansen, president, is one of the nationally known underwriters of the country.

#### Federal Court Clears Law Conflict in Liability Case

Conflict of two federal laws was cleared up by the western Missouri federal district court recently in the case of Lillie J. Elliott, administratrix of the estate of Joseph B. Elliott, with a decision denying exclusive jurisdiction of the state court in cases arising under the federal employers' liability act. The case involved a claim under the federal receivership of the property of the Chicago & Alton railroad. One of the laws is that any civil suit brought in a state court against an officer of a United States court involving an act done in the performance of his official duty, may at any time before trial be removed for trial into the federal court and the other law forbids removal from a state to federal court. The Missouri federal district court ruled that the provisions of the federal employers' liability act denying right to removal are repealed by implication under a section of the judicial code when actions under the act are brought against a federal receiver.

#### Department Heads Named

NEWARK, Aug. 21—Vice-presidents in charge of various divisions of the Public Indemnity have been elected as follows: W. C. Clark, accident, health and agency; O. H. Linn, bonding; H. S. Robinson, liability and compensation, and C. E. Stude, claims. I. V. Hyde and H. W. Goll have been appointed assistant secretaries.

### Branch Offices

**PHILADELPHIA, PA.**  
315 Walnut Street  
G. R. DETTE, Resident Vice-President.....Manager

**NEWARK, N. J.**  
Federal Trust Building  
S. H. McKEAG.....Manager

**PITTSBURGH, PA.**  
Law & Finance Building, 425 Fourth Avenue  
H. E. MARSH, Resident Vice-President.....Manager

**CHICAGO, ILL.**  
Insurance Exchange Building  
ROY LILL.....Manager

**DETROIT, MICH.**  
First National Bank Building  
R. E. WADE.....Manager

## PENNSYLVANIA SURETY CORPORATION

JOSEPH W. WARD, *President*

WABASH BUILDING, PITTSBURGH, PA.



## WORKMEN'S COMPENSATION

### BUREAU'S SCOPE ENLARGED

New Constitution Adopted in California  
—Lichtenstein Elected Chairman of  
Governing Committee

SAN FRANCISCO, Aug. 21.—Following recent resignation of the state fund from the California Inspection Rating Bureau and subsequent withdrawal of the resignation upon agreement of bureau members to amend the constitution, these amendments were voted upon at a meeting held on Aug. 15 and a new constitution was adopted.

The principal constitutional changes relate to membership, system of voting, objects and delegation of additional powers and duties to the governing committee. Formerly this committee had only general management of the bureau, providing rules for stamping and verification of rates and classifications and for universal inspections of all risks under the merit rating system.

Under the new constitution this committee is to have complete charge, with control and supervision over finances and approval of assessments or fees to be levied. This committee also has appointment of the general manager and other officers, and definition of their salaries without review by the bureau as a whole. Formerly the manager was elected each year at the annual meeting.

Another constitutional change of note is the object of the bureau. Its increased scope now covers cooperation with the commissioner in enforcing section 602-B, the so-called "minimum rating statute"; collection and tabulation of information and statistics in order to establish pure premiums for compensation, development of rating plans and systems equitably to measure the hazard of each risk and result in the greatest possible accident prevention effect, maintenance of rules and regulations for administration of these rating systems in the interests of the insured, carrier and general public and inspection of risks for classification or rate-making purposes.

At the special meeting Joy Lichtenstein, manager of the Hartford Accident & Indemnity, was named as chairman of the governing committee. Other members are: C. W. Fellows, president, Associated Indemnity; Carl G. Brown, manager, California Casualty Indemnity Exchange; F. J. Creede, State Fund, and B. N. Coates, department.

Members of the classification and rating committee (long term to January, 1931) are: Ocean Accident & Guarantee and Lumbermen's Mutual Casualty. Short term members to serve until the annual meeting in January are: Travelers, California Exchange and Pacific Employers. The State Fund and Department are also members of this committee, of which W. A. Chowen, manager of the bureau, is chairman.

At the first meeting of the newly elected governing committee, which was held on Aug. 16, Walter A. Chowen, who has served as manager of the bureau since its formation in 1915, was appointed manager, and R. A. Whitaker, who has been secretary for a number of years, was re-appointed.

#### Reporter Gets Award

The Ohio Industrial commission decided this week that a newspaper reported is always on duty. It awarded \$35 damages and the payment of a medical bill to Clyde J. Schell of Warren, formerly a reporter on the Niles Times, who was injured while returning from an assignment.

#### Appointed Referees

E. C. Friedewald and Albert I. Graff, both of St. Louis, have been appointed as referees for the Missouri workmen's compensation commission.

### WIN HARD WISCONSIN FIGHT

Agents Victorious Over Apparently  
Overwhelming Odds in Effort to  
Beat Monopolistic Bill

Defeat of the monopolistic workmen's compensation fund bill in Wisconsin a week ago was a victory that had been preceded by a hard fight of agents against what appeared to be almost overwhelming odds. Incidentally the fight which lasted over a period of more than a month was accompanied by sensational "disclosers" in Madison newspapers of the "machinations" of carriers in sending letters broadcast to policyholders urging them to wire their representatives in the assembly to vote against the measure and charge the bill to the companies.

The newspapers overlooked the point that all the policyholders in question were in mutual companies and therefore were stockholders who had a legal right to have their interests taken care of.

The bill was introduced May 1 by Alvin C. Reis, progressive leader in the assembly. It was not until July 16 that the judiciary committee recommended indefinite postponement, against Mr. Reis' objection. Two days later this move lost by a vote of 50 to 26. Apparently those for the bill gained when 56 voted to have the bill engrossed and read a third time and only 24 voted no. Then the agents really got busy.

The next test vote was on a motion to suspend the rules, 48 voting in favor and 32 against, showing that the agents had gained a few friends. It then was moved to reconsider the vote by which the bill had been ordered engrossed and on this motion 45 voted in favor and 43 against. This was on July 24. On July 30 the bill was referred to the calendar and made a special order for 10 o'clock the morning of Aug. 1. There were then 47 in favor of getting some action and 25 opposed. On the fateful day, 45 in the house of representatives voted to postpone consideration indefinitely and 40 voted "no." The following day a motion was made to reconsider this vote and on Aug. 8 this went down to defeat by a vote of 35 to 46.

Wisconsin agents are highly elated at the outcome of the strenuous fight to stave off what they consider inimical legislation. The bill was said to have been a duplicate of the Ohio law.

### RATE SITUATION REVIEWED

New Schedule in Minnesota—Missouri  
Experience for 1927 Shows 59.1 Per-  
cent Loss Ratio

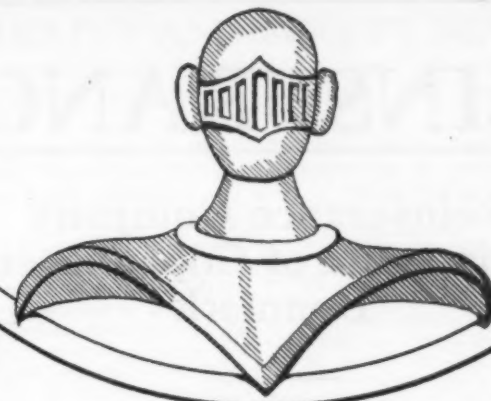
NEW YORK, Aug. 21.—New workmen's compensation rates which go into effect in Minnesota Sept. 1 will show a slight reduction over those now in force. Classifications have been overhauled, rates in a number being increased while reductions have been effected in others.

The National Council on Compensation Insurance is still at work on Missouri experience, analyzing results for the policy year 1927, the first year in which the new law was in operation. When the data has all been assembled and gone over by actuaries a meeting of the rating committee will be held, probably early in September.

At that time, results will be studied and revised tariffs for submission to Missouri authorities determined. Figures prepared by the council as of Jan. 1, last, indicated a loss ratio for the state of 59.1 percent. What later data will disclose, whether an improvement in experience or the reverse, remains to be seen.

#### Make Excursion to Chicago

MILWAUKEE, WIS., Aug. 21.—The



## Do You KNOW the NEW SOUTHERN SURETY?

There is no standing still in business.  
An organization either goes up or down  
the trail.

The Southern Surety is on the up trail.  
It is moving at a rate UNUSUAL even  
in the Casualty field where more progress  
has been made in the last decade  
than in any other branch of the insurance  
business.

New ideas—New plans—New blood—  
are setting an unusual pace. If you are  
not riding on the crest of the NEW  
Southern Surety wave you are passing  
up a mighty INTERESTING and  
PROFITABLE proposition.

## SOUTHERN SURETY COMPANY OF NEW YORK

General Offices

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ST. LOUIS, MO.

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Salamandra of Copenhagen,  
Denmark**

**North Star Insurance Company  
of New York**

**Hamburg-American Insurance  
Company of New York**

**MEINEL & WEMPLE, INC.**  
*Managers*

469 Fifth Avenue, New York, N. Y.

<b>AUTOMOBILE</b>	<b>PUBLIC</b>	<b>BURGLARY</b>	<b>ACCIDENT</b>
<b>LIABILITY</b>	<b>LIABILITY</b>	<b>THEFT</b>	<b>HEALTH</b>
<b>PROP. DAMAGE</b>	<b>TEAMS</b>	<b>PLATE GLASS</b>	<b>WORKMEN'S</b>
<b>COLLISION</b>	<b>ELEVATOR</b>	<b>STEAM BOILER</b>	<b>COMPENSATION</b>

**General Accident**



**FIRE AND LIFE  
ASSURANCE CORPORATION, Ltd.**

**FREDERICK RICHARDSON, United States Manager.**  
GENERAL BUILDING - 47 & WALNUT STS.  
PHILADELPHIA

## Income Insurance Specialists

OPPORTUNITIES FOR SALESMEN  
IN FORTY-EIGHT STATES

**North American Accident Insurance Co.**  
209 South La Salle Street, CHICAGO

Wisconsin Compensation Rating & Inspection Bureau, instead of its customary annual picnic, held an excursion to Chicago last Friday on the steamer "Theodore Roosevelt." More than 125 persons made the trip, the employees and executives of the bureau being augmented by members of a number of insurance agencies. Picnic games and dancing were held aboard ship.

George F. Haydon, manager of the bureau, and E. A. Plepenbrink, vice-president of the Wisconsin Mutual, were in charge of arrangements.

### Four States Without Law

Four states of the union are without workmen's compensation, it is disclosed

in a survey made by the Bureau of Labor Statistics, Department of Labor. These states are Arkansas, Florida, Mississippi and South Carolina. North Carolina, which had been in the class with the other four states, enacted a law this year. Several changes were made in the compensation laws of Idaho, Kansas, New York, Vermont, Texas and West Virginia, the survey showed. Texas extended the compulsory coverage embodied in acts of 1927 to employees of motor carriers transporting passengers and property on public highways.

R. Ed Grennan, assistant manager of the Detroit office of the Union Indemnity of New Orleans, is accepting congratulations on the birth of a daughter.

## ACCIDENT AND HEALTH FIELD

### OPENS RICHMOND OFFICE

**Provident Relief of Washington Reorganizes—P. L. Earp Given Charge of Virginia Agencies**

The Provident Relief of Washington, D. C., which recently reorganized after being in receivership for several years, has just opened a state office in Richmond, Va., in charge of P. L. Earp, who has been with the company for 20 years. The major portion of this time he was district manager at Lynchburg. All district agencies in Virginia will report hereafter through the Richmond office instead of reporting direct to Washington as heretofore.

In the reorganization, Mr. Earp was elected vice-president and general manager for Virginia. Other officers, all of Washington, are G. R. Norman, president; C. S. Vernon, vice-president; Gregory Cipriani, secretary. So far, the company has been doing business only in the District of Columbia and Virginia. It is now planning, according to Earp, to branch out and enter other states. It will continue to restrict its writings to industrial and sick benefit lines. In the reorganization, new capital as well as new blood was injected into the company. Mr. Earp has offices in Richmond at 610 Mutual building. The district office there remains in the Times-Dispatch building.

### CONTEST ON OVER BANKER'S INSURANCE; ALLEGE SUICIDE

The filing of suits at Sullivan, Ind., to collect insurance carried by Edgar D. Maple, trust officer of the Peoples National Bank & Trust Company, whose mysterious death in January still is unsolved, is expected to develop into a hard fought legal battle. Suits have been filed by the bank to collect on a \$100,000 policy from the Aetna Life, and by Joy D. Maple, widow, to collect on a policy from the Maryland Casualty. Other suits are expected to be brought against the Employers Liability and the Travelers', bringing the total to \$165,000.

The question involved is whether Maple was murdered or ended his own life. He was found shot to death on the floor of the bank Jan. 16. A series of financial and banking troubles developed immediately.

The plaintiffs will attempt to prove that Maple was shot by an unknown assailant, while the defense will be that he took his own life rather than face the financial debacle which followed his death and which he knew was coming.

### PUTS OUT NEW POLICY COVERING RAILROAD MEN

The Federal Life is now writing accident and health insurance on railroad men through the Railway Accident Insurance Agency of Kansas City, of which Samuel C. Clark is manager. The policy covers both sickness and accident from date of issue, with 90 days allowed for accident disability to develop. Acci-

dent disability is paid for life, in case of total disability to perform the duties of any occupation. Full indemnity is paid for total disability from sickness for one day to 12 weeks, without requiring house confinement, and for 52 weeks if sickness is or becomes confining. For passenger conductors and yardmasters, \$25 weekly indemnity, \$5,000 principal sum, the quarterly premium is \$9.50 for accident only and \$22 for accident and health; for freight conductors, engineers and firemen, \$20 weekly indemnity and principal sum \$2,000, quarterly premium \$16.50 for accident only and \$26.50 for accident and health; freight brakemen, switchmen and yard men, \$15 weekly indemnity and \$1,000 principal sum, quarterly premium \$17 for accident and \$24.50 for accident and health; machinists, car inspectors and passenger flagmen, \$20 weekly indemnity and \$1,000 principal sum, quarterly premium \$9.50 for accident only and \$19.50 for accident and health.

### INDUSTRIAL CONFERENCE TO OBSERVE 20TH ANNIVERSARY

The Industrial Insurers Conference will meet Nov. 12-14 at the Cawthon Hotel, Mobile, Ala. It is interesting to note that the conference was formed in this hotel 20 years ago. The coming meeting will, therefore, stress the fact that it is the 20th anniversary of the organization of the body.

Nothing definite has been decided as to the program but it is probable that one day of the meeting will be devoted entirely to the discussion of industrial life insurance.

### IS STREET RAILWAY COMMON CARRIER? NEBRASKA ISSUE

The question of whether a street railway company is a common carrier is the main issue involved in the case of Esther B. Long vs. North American Accident, now pending in the Nebraska supreme court on motion for rehearing, which may establish an important precedent on that point. The case has been before the Nebraska supreme court twice, resulting in conflicting opinions. On the first appeal the company was sustained and when it went to the higher court the second time the court commission, which decided the case, virtually overruled the former opinion of the main court.

The suit was brought on a policy issued to John S. Long, employed by the Omaha Street Railway Company as a trackman. He was struck and killed by an automobile while at work on the street railway tracks in the business section of Omaha. The policy contained a provision that it did not cover employees of a common carrier while on duty, except office employees. The supreme court in its first opinion held that this clause exempted the company from liability and that in order to establish liability it must be shown that the accident was one which was not inherent to the employment. The court held that a street railroad trackman by his occupation was placed in a position



of danger not only from street cars but also from automobiles or other vehicles having the common use of the street.

The opinion handed down on the second appeal cites many cases which it claims make a distinction between a "common carrier" and a "common carrier of passengers," and on this basis holds that a street railway is not a "common carrier" under the policy wording and that the exemption, therefore, does not apply. It is this decision which the company seeks to have set aside on rehearing.

#### Oliver Resigns From Provident

H. R. Oliver, manager of the personal accident and health department for the Provident Life & Accident, resigned his connection with that organization. Mr. Oliver has been in the accident and health business for more than 20 years, both in the field and in the home office. He has not yet made any announcement as to his future plans.

Mr. Oliver started in the accident and health business in 1902 as a solicitor. He was appointed special agent later to cover eastern Pennsylvania for the General Accident. Following his experience in Pennsylvania he was secretary and chief claim adjuster with the title of vice-president for the Royal Casualty in St. Louis until this company was reinsured in 1915. Since 1916 he has been with the Provident Life as state manager for Pennsylvania, field manager for the commercial department, manager of the railroad department, and since 1926 manager of the personal accident and health department for the Provident, which includes the monthly premium, commercial and automobile accident divisions. Mr. Oliver expects to stay in the accident and health insurance business.

#### Conflict of Evidence

In an action upon an insurance contract of indemnity for accidental death, where it appears that deceased was killed by falling against an iron plate and the attending physician testified that

such was the cause of his death, and another person who saw deceased fall testified to the circumstances surrounding the accident, but the defendant contended that death was caused by heart trouble and proved that deceased had theretofore been subject to heart attacks, held that there was a conflict in the evidence as to the cause of the death, and it cannot be said that there was not substantial and sufficient evidence upon which the case should go to the jury, and under such circumstances, it was not error to refuse a motion for a nonsuit. *Huntley v. U. S. Fidelity & Guaranty, Sup. Ct., Calif.*

#### Reliance Life New Policy

The Reliance Life has put out a new accident policy. It writes accident and health only in connection with life insurance. Heretofore its accident policy has consisted of payment of the principal sum and regular weekly indemnity. The new form pays double indemnity only in case of private automobile accidents. It also gives hospital and medical attendance indemnity. For \$5,000 principal sum and \$25 weekly indemnity the premium is \$20 a year.

#### National L. & A. Promotions

W. J. Priester of Macon, Ga., and W. W. McKnight, Atlanta No. 3, have been promoted to superintendencies in their respective districts by the National Life & Accident.

#### Women Conducts Successful Agency

The D. A. Crichton Agency of the Continental Life of St. Louis at Great Falls, Mont., which represents the company in the accident and health field in three mountain states, is unique in that it is composed exclusively of women, who make a specialty of selling insurance to business women, particularly to school teachers and office women. At a recent conference with Vice-President Jim G. Ferguson at Helena, Mont., the members of the agency organization assured him the agency's income in premiums on accident and health insurance alone will be upwards of \$30,000 during the coming year.

## FIDELITY AND SURETY NEWS

### ADEQUATE RATES HELP FUND

**Commissioner Lewis Reports South Dakota Bonding Department Makes Up Last Year's Deficiency**

PIERRE, S. D., Aug. 21.—In a statement given out by Commissioner Don C. Lewis in regard to the affairs of the state bonding department he shows that by changing premium rates to meet the liabilities against that department and to maintain a premium rate which would be adequate for the future, the condition of the fund July 1, 1929, was decidedly different from the showing July 1, 1928. For the 1928 showing there was a deficiency in the fund which totaled approximately \$31,000.

#### Amount of Claims Paid

During the fiscal year which closed July 1, 1929, the department has paid claims amounting to \$53,403.56, and has adjusted and has under settlement claims amounting to \$26,118.60, the latter claims now being in process of payment.

Through adjustment and payment of claims, the claim liability against the department has been reduced from \$131,334 on June 30, 1928, to \$56,598.59 on June 29, 1929. In this figure is included the claims of \$26,118.60 which have been adjusted, leaving unadjusted and unsettled claims against the department at this time of \$30,479.98.

Full liability has been set up on all claims now existing against the department, which when placed against the liability left the department a surplus of \$4,467 the first of July, 1919, instead of the deficiency of the previous year of \$31,000.

### DENIES GAS TAX MOTION

**Agitation Subsides Over Pennsylvania's Requirement of Surety Bonds for Filling Station Owners**

HARRISBURG, Aug. 21.—The Dauphin county court here has denied the motion of Pennsylvania gasoline dealers asking that an injunction be issued restraining the secretary of revenue from enforcing the corporate surety feature of the 4 cent gasoline tax law.

The court's ruling, it is believed, will mark the finish of litigation on the part of the gasoline dealers against this measure.

Agitation on the new gasoline tax law and its corporate surety feature has subsided in the state. The secretary of revenue has changed the ruling on the bonds the dealers must furnish. This action was due in some measure to the fact that surety companies, after making a drive for the dealers' bonds when the law first went into effect, suddenly decided, after investigating the situation, that they weren't so anxious for the business.

#### Small Dealers Forced Out

The companies, it is said, have accepted only a small number of bonds and those on large dealers. The bond is a financial guaranty stipulating that the state will receive the full tax collected by the dealer.

The new law is having the effect of driving out of business some 19,000 small gasoline dealers. These dealers, who for the most part operate refreshment stands and sell gasoline from rented pumps along the highways, have been unable to secure bonds from the companies and are also unable to furnish



### Agents and Brokers:

*The Shrewdest of you know that it pays to do business with the*

**Maryland Casualty Company**  
Baltimore

*But, we want to do more business with just the ordinary fellow*

*We are able to Serve all alike*

## DOUBT

Is entirely dispelled from the mind of the client when he purchases a "Gold Seal" Non-cancellable Income Policy. The finest disability coverage available today at attractive rates.

Topnotch arrangements with underwriters who can produce good, clean cut business. Build up your renewal income with

**INCOME GUARANTY COMPANY**  
Income Building, South Bend, Indiana  
Stock Company—Authorized Capital \$1,000,000

## ATWELL & VOGEL, INC.

Nation Wide Insurance Service  
Pay Roll Audits Inspections  
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Agency Audits

All Other Classes of  
Adjustments

C. G. ATWELL, 4616 Bruce Ave., Minneapolis, Minn.  
B. F. VOGEL, 338 S. Wells St., Chicago, Ill.

## Deferred Payment Insurance

As written by the  
Inter-Southern Life Ins. Co.  
Louisville

Federal Life Ins. Co.  
Chicago

**W. M. CHITTENDEN & CO.**  
Chamber of Commerce  
CINCINNATI

From New Jersey to California

## Change Wanted

Nineteen years experience as Casualty and Surety special agent and Branch Manager. Now employed as Resident Manager for large company but desire to make change. Address N-19, care The National Underwriter.

## Casualty Engineer

Real opportunity for qualified inspector and safety man who is willing to start at a reasonable figure to become associated with progressive strong casualty company. In reply give full details in strict confidence. Our men know of this ad. Address N-20, The National Underwriter.

## WANTED

Wisconsin stock company writing full line of Health and Accident policies wishes to secure man to establish agencies and train agents in Wisconsin territory. Write stating age, experience and giving references. Address N-21, care The National Underwriter.

## POSITION WANTED

As special agent for a casualty company. 12 years general insurance experience, all lines. Specialist in liability and bonding. Will travel anywhere. 32 years old. Address N-23, care The National Underwriter.

**Re-Insurance**  
**Excess Re-Insurance**  
**Catastrophe Hazard**

All Lines but Stressing Excess Fire Reinsurance General Classifications

the cash collateral demanded by the secretary of revenue in lieu of a bond. A large number of them have already gone out of business. The rest are now operating in violation of the law with their ceasing business entirely only a matter of days away.

## No Texas Bond Executed

B. M. Bates, assistant state manager of the Equitable Casualty & Surety for Texas, states that the report sent out from Dallas that the Equitable executed a bond for the Lloyds Securities Company to act as manager for Lloyds of Texas was incorrect. He says that no such bond has been furnished to any organization of this character.

## What Damages Are Covered

In an action on an injunction bond given to cover damages which the adverse party might sustain if the injunction should not have been granted, held that such bond covered losses occasioned by thefts of wires and miscellaneous equipment pertaining to a storm-wrecked electric transmission line situated on a public highway, which thefts occurred during the time the injunction was in force, and where the express terms of the injunction prevented the adverse party, owner of the line, from taking the only practicable means of safeguarding it from thieves. *Garden City Co. vs. Detroit Fidelity & Surety, Sup. Ct., Kans.*

## Cuts Down Movers' Bonds

DETROIT, Aug. 21.—A misconstruction of the terms of the Detroit city ordinance regulating the business of moving household goods and furniture and providing for a license and bonds for public movers resulted in van operators giving \$1,000 bond to the city for each van operated.

The Detroit Van Owners Association secured a ruling from the corporation counsel recently to the effect that one bond for each company is all that is necessary under the ordinance and that when one \$1,000 surety bond is filed by a company, as many license plates must be issued for this company's truck fleet as are required.

This has cut down considerably the revenue derived from the writing of bonds of this class.

## U. S. F. &amp; G. Must Pay Shortage

AUGUSTA, GA., Aug. 21.—A report of the auditors calculating the total shortage of Walter E. Clarke, defaulting treasurer of Richmond county, computes it to be \$79,384 principal and \$69,893 interest. Of this amount the United States Fidelity & Guaranty, under its bond, is liable for \$20,451. This covers forgeries and other methods of creating the shortages from September, 1926, to March 4, 1929. In addition, there is also charged against the United States Fidelity & Guaranty alleged illegal commissions received by Clarke for collections of back taxes. These amount to \$3,124.05. There are also 1926 vouchers which have not been paid with county funds this amounts to \$3,365.75. The amount involved therefore, counting principal and interest since the United States Fidelity & Guaranty went on Clarke's bond is around \$28,500.

## Enters Massachusetts

BOSTON, Aug. 21.—The Capital City Surety of New York has been admitted to Massachusetts to write fidelity and surety lines. Later the company expects to qualify for the writing of automobile liability insurance.

## Casualty and Surety Companies Attention!

A well known General Agency in Minneapolis, Minnesota, is in a position to successfully manage a Casualty and Surety Company as a branch office, operating at an exceptionally low expense. Good volume of desirable business immediately. Experienced underwriters. Address N-18, care The National Underwriter.

## CASUALTY PERSONALS

**John A. Manning**, resident vice-president in charge of the newly organized western department of the Consolidated Indemnity in Chicago, made one of the quickest changes of base on record when he went to Chicago last week to arrange for quarters and start developing an agency plant. Monday he returned from his vacation to receive word from Roland R. Rasquin, executive vice-president, that he was expected to go to Chicago Tuesday, prepared to open the office Wednesday. Mr. Manning was in Chicago Tuesday night, and the office was opened Wednesday, as per schedule. The new western manager, although still a young man, has had 31 years of insurance experience, mostly in the east. After looking over the Chicago housing situation, he expects to move his family there.

Vice-President **F. H. Perdew**, who is in charge of the accident and health department of the Continental Casualty at its home office, has returned from a trip abroad.

**George E. Cutler**, veteran casualty man in Chicago, died last week in St. Luke's hospital. He had been laid up at his house for two or three months previous. In recent years he has been in the claim department of the Beard Insurance Agency in Chicago, manager of the Commonwealth Casualty. Mr. Cutler was at one time with Beecher, Schenck & Benedict of New York, who were managers of the American Casualty & Surety. He was the first New York manager of the London Guarantee & Accident. He went to Chicago and was one of the managers of the old Guarantors of Philadelphia, in partnership with Prince Nicholas Engalicheff. He then was associated with F. G. Voss in the management of the Frankfort General. Later he was connected with the Empire State Surety in Chicago. Subsequently he assisted in organizing the Guardian Casualty of Salt Lake City. He returned to Chicago and organized an agency that managed the Interstate Casualty of Birmingham. Mr. Cutler had a comprehensive knowledge of casualty insurance in its various aspects. He was a native Englishman, married a French woman and always conversed with her in French.

**Jim G. Ferguson**, vice-president of the Continental Life of St. Louis, in charge of its accident and health department, returned to his desk last week after an 8,000-mile business trip through the western states in which the company operates. He visited various agencies for the company and also established new relations which are expected to increase the volume of accident and health insurance written by the company.

**R. H. Griffith**, vice-president of the Glens Falls companies in charge of the Pacific Coast, has returned to San Francisco from the head offices where the matter of the entrance of the new Commerce Indemnity into California was considered. According to reports in San Francisco the latest addition to the Glens Falls fleet will commence writing business in California as soon as the necessary papers are issued by the insurance department.

**William J. Donnelly**, senior member of the firm of Maury, Donnelly, Williams & Parr, died at his home in Baltimore last week.

Mr. Donnelly was born in Pike county, Pennsylvania in 1858, and 17 years later began his insurance career as a clerk in the office of J. S. Maury & Company, a fire insurance agency located in a basement office in Baltimore, and during the 54 years that have elapsed since that time he became the head of one

of the largest insurance agencies in Maryland, which agency now occupies its own building on the site formerly occupied by the small office of J. S. Maury & Co.

Mr. Donnelly and his agency figured prominently in the history of the Maryland Casualty, he having helped the late John T. Stone with the organization of the Maryland Casualty, was elected on the first board of directors of that company and at the time of his death was the senior director.

**L. R. Swezey**, president of the Phoenix Indemnity, who is on a trip through the middle west, and who has conferred with his local agent, Auer, Inc., praised Wisconsin's pending law depriving automobile drivers of their automobile licenses for failure to pay judgments growing out of traffic accidents.

Mr. Swezey said that the Wisconsin provision should be an aid in keeping the reckless driver off the road, and he pointed to the advantage of such a law as compared to compulsory automobile insurance. Mr. Swezey is accompanied by Fairfax Spencer, western manager.

**John N. Lawler**, president of the Union Life of Richmond, Va., an industrial and sick benefit company, died Aug. 20, aged 51. Although he had been ill several months, his death came rather unexpectedly. In addition to being president of the Union Life, he was practically the sole owner of the company. He acquired control of it about 10 years ago and it made rapid progress under his direction and management. A year ago he bought out the National of Norfolk, merging it with the Union.

**Lewis Y. Johnson**, Kentucky state manager for the American Surety of New York, at Louisville, recently lost his mother, Mrs. Virginia Headley Johnson, 80 years of age.

**W. W. Symington**, vice-president and secretary of the United States Fidelity & Guaranty is on a visit to Birmingham, Ala., accompanied by Mrs. Symington. They are visiting their daughter, Mrs. F. G. Wilson, wife of Dr. Wilson, the company's surgeon at that place. Mrs. Symington is a sister of R. Howard Bland, president of the U. S. F. & G.

**William J. Kelly**, for several years prior to 1925 resident manager in New York City for the Maryland Casualty and recently connected with the metropolitan production department of the American Surety, died at his home in Plainfield, N. J., Monday.

## MAKES BURGLARY POLICY LOWER WHEN OWNER AWAY

NEW YORK, Aug. 21.—With the approval of the insurance department, the Equitable Casualty & Surety of New York will now issue an endorsement to its burglary, theft, larceny and personal holdup policies, whereby the assured will be covered when absent from his or her permanent residence, personal effects being protected while in transit. The extension of coverage will make an appeal to the growing class of citizens who travel extensively during the summer months and should find ready favor with agents and brokers.

## Frankfort General Fails

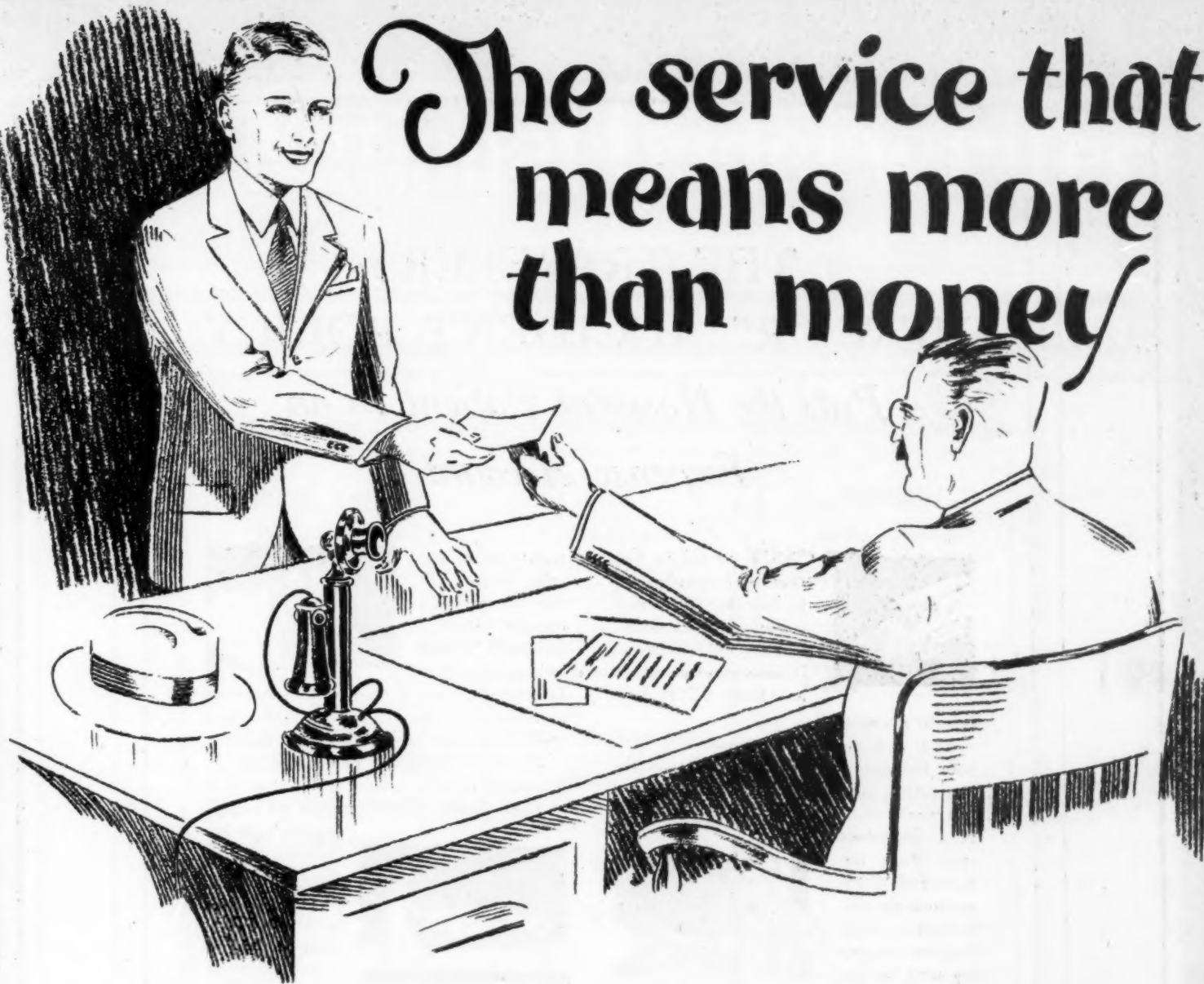
The Frankfort General, which operated in the United States from 1896 until war with Germany was declared, is now in dire difficulties. Its capital of 25,000,000 marks is lost and the position of the creditors is uncertain.

The Public Indemnity of Newark has been licensed in Maryland. U. O. Michaels has been appointed general agent.

**DEE A. STOKER**  
RE-INSURANCE UNDERWRITER  
2111 Daily News Bldg. CHICAGO  
Tel. Central 6379



# The service that means more than money



## UNIVERSALIZE YOUR CLAIM SERVICE!

A Specialized Service that produces results

Customers of a Universal agent can look to him to make good at claim paying time—not only with money—but service—because Universal has its own claim adjusters—trained in the Universal way—men whom it is a pleasure to meet.

This is another feature of Universal Specialized Service

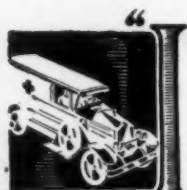
*Automobile Insurance Exclusively*



# THE TRAVELERS

## NEW "R" ACCIDENT POLICY

### *Puts the Hospital Patient on an Expense Account*



"I CAN'T afford to buy that car I was planning to buy this year," said a man who had recently recovered from severe injuries received in an accident. "I've just

bought a hospital!"

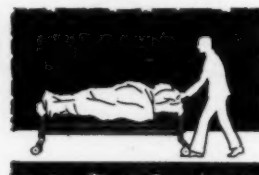
You can easily understand why this man thought that he had purchased the institution, if you've ever had to spend a few weeks as a patient in a big city hospital. Expenses start from the moment they summon the ambulance and keep on mounting until the day you are discharged. They include such items as X-ray photographs, use of operating room, administration of anaesthetic, doctors' and surgeons' fees, private room, services of a special nurse—frequently of both a day and



night nurse, and other items. Often there isn't enough left of a thousand dollars to pay your taxi fare home! And if your injuries are such as to require a stay of months rather than weeks—the cost can easily exceed \$2,000.



The new "R" policy puts a man on the Travelers expense account, up to a limit of \$500, \$1,000, \$2,000 or more, while he's recovering in the hospital from the effects of an accident. It prevents the accident which injures him from wrecking his



bank account.

It is an up-to-the-minute policy for this high-speed, high-cost age. It is certain to meet with a warm welcome because it fills a long-felt want.

# THE TRAVELERS

THE TRAVELERS INSURANCE COMPANY    THE TRAVELERS INDEMNITY COMPANY  
THE TRAVELERS FIRE INSURANCE COMPANY  
HARTFORD,    CONNECTICUT

*The pioneer accident company of America which celebrates its 65th birthday this year, is the*  
LARGEST MULTIPLE-LINE INSURANCE ORGANIZATION IN THE WORLD